

# Collier's

## THE NATIONAL WEEKLY

*Spring  
Dramatic Number*

### ON JAMAICA DOCK

*A story by* ARTHUR COLTON

### THE UNDERSTUDY

*An article by*  
VIRGINIA TRACY

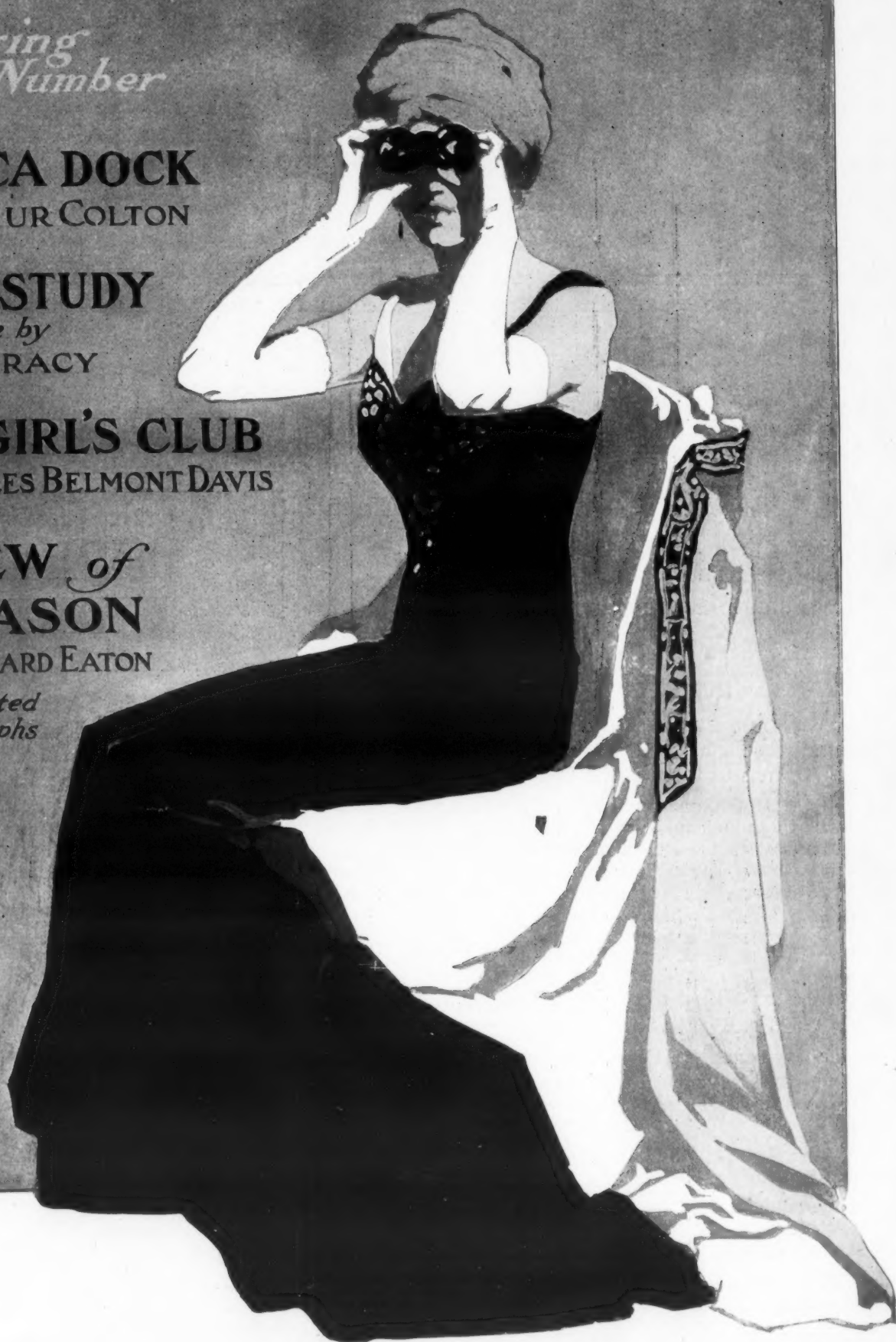
### A CHORUS GIRL'S CLUB

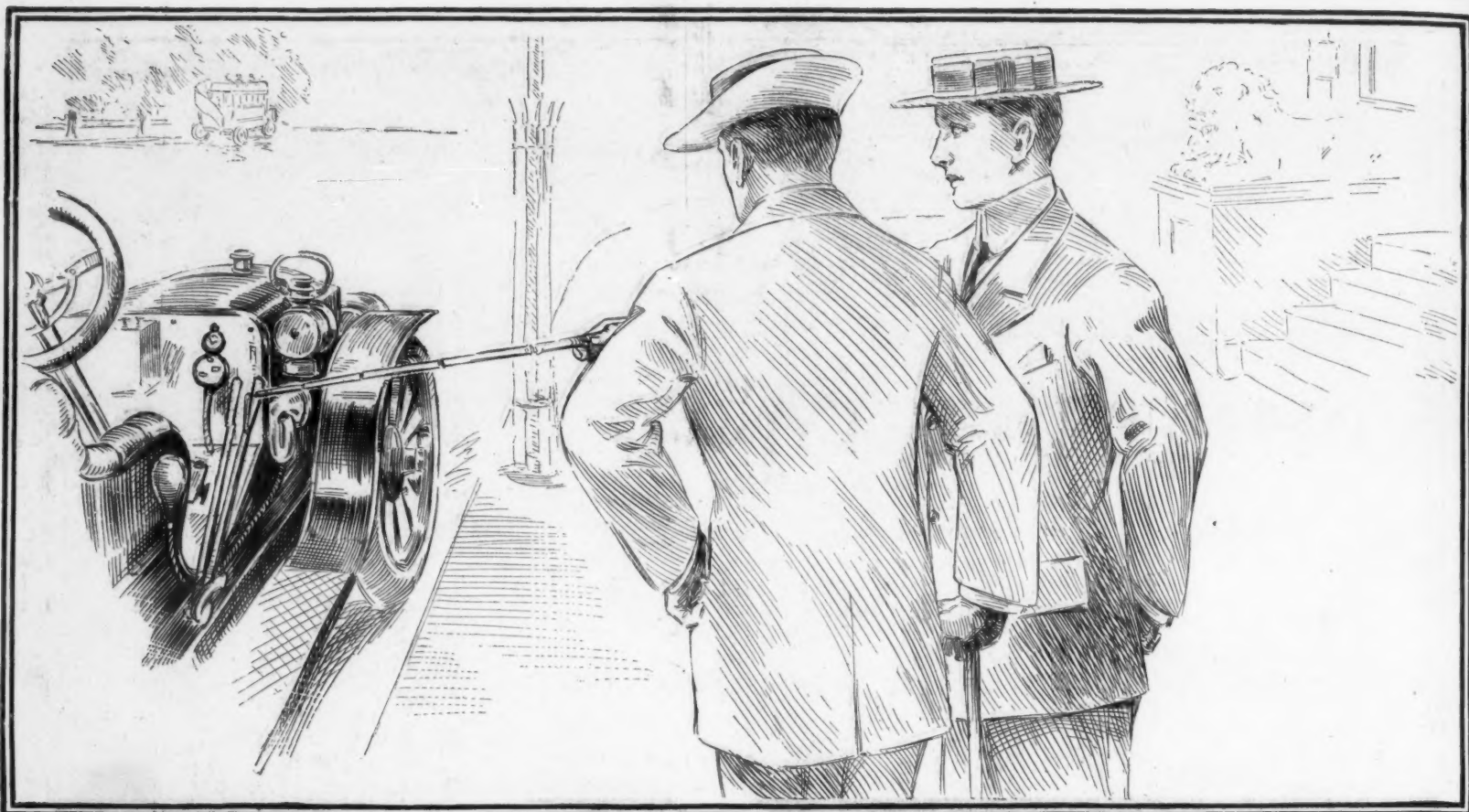
*An article by* CHARLES BELMONT DAVIS

### A REVIEW *of* A the SEASON

*By* WALTER PRICHARD EATON

*fully illustrated  
with photographs*





## “The chances are that’s a good car —because it’s equipped with a Warner Auto-Meter”

**T**HAT’S the natural conclusion the well-informed observer reaches. An automobile owner almost invariably expresses his own valuation of his car by the quality of its appointments and accessories. That’s why such an owner will buy a Warner Auto-Meter —the fact that everyone considers the Warner instrument as absolutely individual in service and appearance.

Not all automobile manufacturers equip their cars with the Warner Auto-Meter, on account of the price, but practically every manufacturer, and practically every dealer, will unhesitatingly state, if questioned, that the Warner is the only true speed indicator made.

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Every day for seven years!

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MOTOR CARS

who owns one

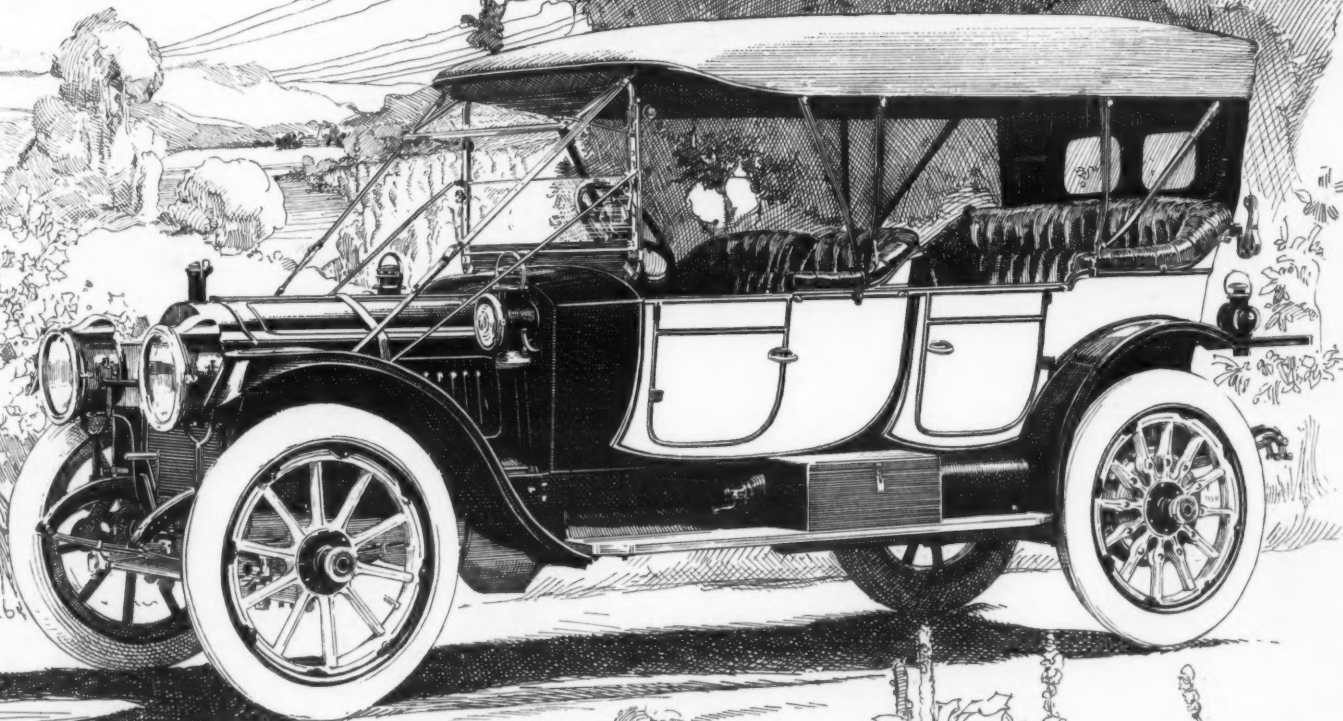
1912

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TWELVE STYLES  
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CATALOG ON REQUEST

PACKARD MOTOR CAR COMPANY

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# The Smile-Producer

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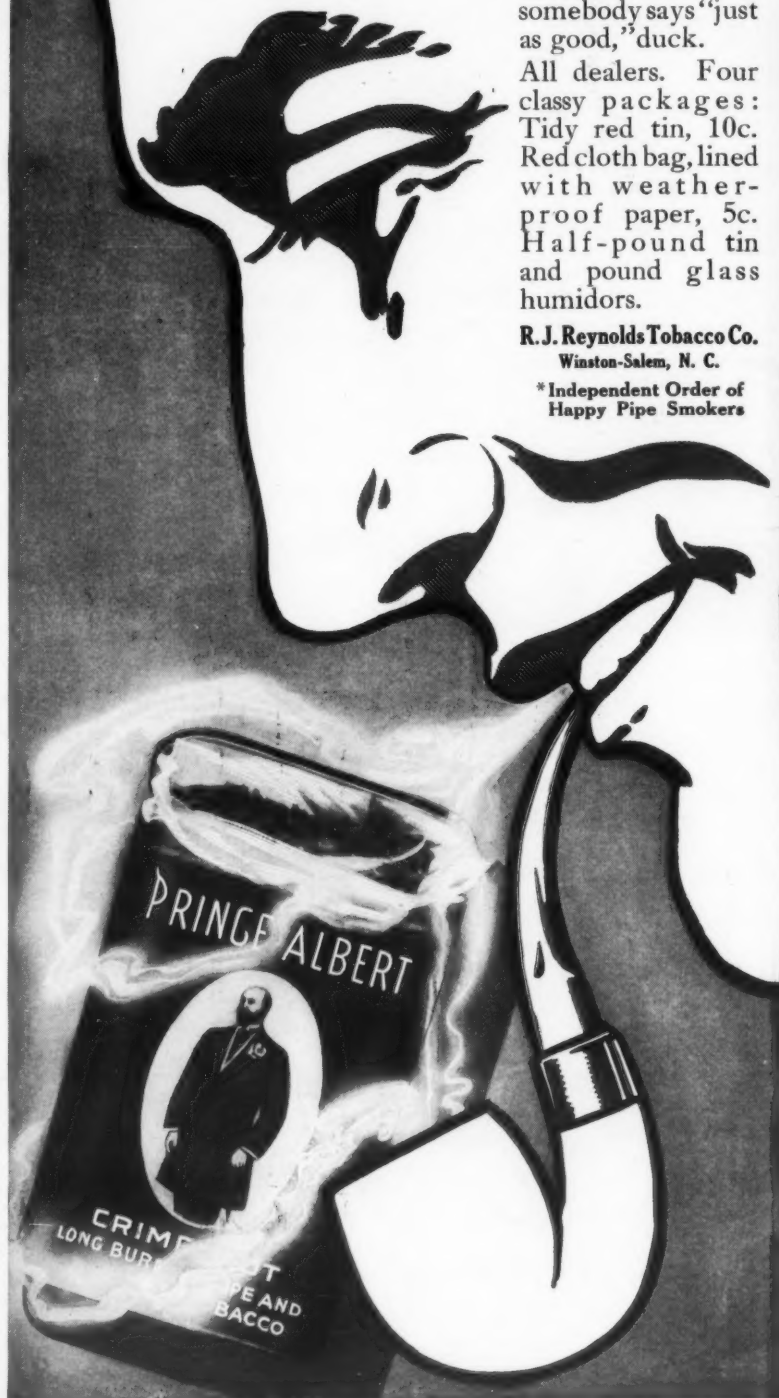
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We sell at Wholesale to one Retailer in a city.  
We sell at Retail from three stores on Broadway.  
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American Writing Machine Co.  
345 Broadway, New York

# Collier's

Saturday, May 20, 1911

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VOLUME XLVII

NUMBER 9

P. F. Collier & Son, Publishers, New York, 416-430 West Thirteenth St.; London, 5 Henrietta St., Covent Garden, W. C.; Toronto, Ont., The Colonial Building, 47-51 King Street West. For sale by Saarbach's News Exchange in the principal cities of Europe and Egypt; also by Daw's, 17 Green St., Leicester Square, London, W. C. Copyright 1911 by P. F. Collier & Son. Registered at Stationers' Hall, London, England, and copyrighted in Great Britain and the British possessions, including Canada. Entered as second-class matter February 16, 1905, at the Post-Office at New York, New York, under the Act of Congress of March 3, 1879. Price: United States and Mexico, 10 cents a copy, \$5.50 a year. Canada, 12 cents a copy, \$6.00 a year. Foreign, 15 cents a copy, \$6.80 a year. Christmas and Easter special issues, 25 cents.

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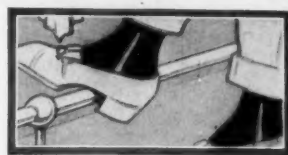
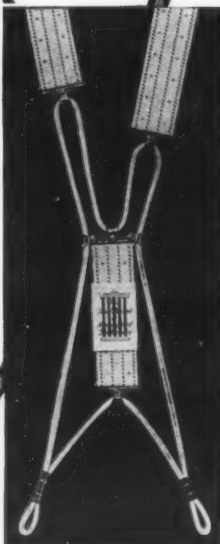
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**AGENTS WANTED: VACUUM CLEANER,** weighing five pounds; sells for \$6; does the work of more expensive machines; livestock proposition ever offered; good men making big money; demonstration means sale; can sell 10 our machines to one any other make. P. & W. Vacuum Cleaner Co., 529 W. 45th St., N.Y. City.

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**WANTED: RESPONSIBLE PARTY TO TAKE** charge of our business in each county handling sale of the Automatic Combination Tool, a combined wire fence stretcher, post puller, lifting jack, etc. Lifts or pulls 3 tons, weighs 24 pounds. Sells readily to farmers, shops, contractors, etc. No experience necessary. Descriptive catalogue, prices and terms free upon request. Automatic Jack Co., Bloomfield, Indiana, Box C.

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**FREE BOOKLET ON SAFE 6% MORTGAGES.** Our first mortgages are on farms in Central Oklahoma, the meeting point of the corn and cotton belts. We have placed over a million dollars in loans in this field and not one of our investors has ever lost a dollar of principal or interest. Send for this free booklet which will make clear in your mind the absolute and positive safety of these loans. Conservative Loan & Abstract Co., Shawnee, Okla.

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**SNAKES. A DANDY IMITATION MADE OF** rubber. Scare anyone and is a great fun producer. Sent postpaid with big catalogue of Tricks, Jokes, etc., on receipt of 35c. Spuhler Novelty Co., Dept. B, Pittsburg, Pa.

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# CALOX

OXYGEN  
TOOTH POWDER

## Clean Teeth Never Decay


The nearest approach to perfect cleanliness of the teeth is obtained by the daily use of Calox. It's the Oxygen (in the form of peroxide of hydrogen) in Calox that renders it so perfect a cleanser of the mouth and cleanser and whiteners of the teeth.

Sample and Booklet free on request.

All Druggists 25c

Ask for the  
Calox Tooth Brush 35c

McKESSON & ROBBINS  
NEW YORK



# Prophy-lactic

## Tooth Brush

Cleans the teeth  
Cleans all the teeth  
Cleans them thoroughly

"A clean tooth never decays"

The Pro-phy-lac-tic Tooth Brush gets around every tooth—between all the teeth, both back and front alike—thoroughly cleansing every crevice. Its curved handle gives direct access to every part of the mouth—the long end tufts reach every tooth in the head.

Every Pro-phy-lactic is fully guaranteed—if defective we will replace it. Each is sterilized and in an individual yellow box, which protects against handling. Rigid or flexible handle.

Our interesting booklet—"Do You Clean or Brush Your Teeth?" is yours for the asking; send for it.

FLORENCE MFG. CO.  
170 Pine Street, Florence, Mass.  
Sole makers of Pro-phy-lactic Tooth, Hair  
Military and Hand Brushes.

25c  
35c  
40c



# Pratt-4 Motor Cycle



is a high grade, fully equipped 4 H. P. Motor Cycle. It has the Herz High Tension Magneto, Breeze Carburetor, and Good-year White Studded Tires. List Price \$235.00. Until we arrange an agency in your locality we will allow the agency discount of 20% which makes the net price of the "Pratt-4" \$188.00, complete with Herz High Tension Magneto; \$10.00 to accompany order, balance of \$178.00 C. O. D.

Our thirty-eight years' successful manufacturing experience should mean something to you in purchasing a Motor Cycle. Write for folder at once.

Elkhart Carriage & Harness Mfg. Co.  
Elkhart, Indiana

# Elastic Stockings


From pure gum rubber, woven absolutely to your measure, at the same price you pay for poor-wearing, ready-made goods.

Worcester Elastic  
58 Front Street.

Our Stockings are best that can be made. Write for self-measurement blank, testimonials and FACTS ABOUT VARICOSE VEINS. We furnish all appliances for invalids. Write us your needs.

Stocking & Truss Co.,  
Dept. 8,  
Worcester, Mass.

# Rémoh Gems



Looks like a diamond—wears like a diamond—brilliance guaranteed forever—stands filing and fire like a diamond—has no paste, foil or artificial backing, 1-20th the cost of diamonds. Set only in solid gold mountings. A marvelously constructed gem. Not an imitation. Guaranteed to contain no glass. Sent on approval. Write for Catalog. It is free.

Rémoh Jewelry Co., 543 N. Bdway, St. Louis

# Produce All the Honey You Want for Your Home

Keep enough bees to supply your own table. Read about bee keeping in "Gleanings in Bee Culture"—6 months' trial subscription 25c. Book on Bees and supply catalog, free.

THE A. I. ROOT CO., Box 77, Medina, Ohio

# PATENTS

For the real truth about  
Write, Mason, Fenwick & Lawrence  
602 F. Street Washington, D. C.  
Established 50 years—Booklet and advice FREE  
May 20

## Weekly letter to readers on advertising No. 19

HERE is tangible evidence that advertising does not increase the cost of the goods advertised, and that on the contrary it tends to decrease the cost to the consumer.

A certain firm had manufactured ready-made clothing for sixty years. Thirty years ago they were the largest of their kind in the country. Recently they closed out their business. They did not receive one cent for their good-will or firm name.

They had never advertised.

Other clothing manufacturers who have been advertising for years could sell their names and good-will for millions of dollars. They are making better garments and selling them at lower prices than the concern that closed up on account of poor business.

To. B. Patterson.  
Manager Advertising Department

# Franklin



The Franklin is the automobile with the air-cooled motor.

Franklin air cooling is the simple, natural, efficient system for the automobile motor. It assures reliability, lightness and freedom from complication.

Direct currents of cool, fresh air, are drawn by the suction-fan fly wheel down through vertical steel cooling flanges set in the cylinders.

The speed of the fly wheel governs the amount of cooling air applied to the flanges. Under the hardest and fastest service and in the hottest climate the Franklin motor cools evenly and cools properly.

Franklin air cooling does away with the heavy radiator, water jackets and all the other complication of the water-cooled motor.

Not only is weight saved in the cooling system but the Franklin is the only car in which light weight and resiliency are made principles of construction—built right into the car.

Light weight and the resiliency obtained through using four full-elliptic springs, large tires and a wood chassis frame lessen the strain on every part of the car and give the Franklin a riding comfort and tire economy obtained in no other automobile.

Hudson Maxim says: "All cars must of necessity be either directly or indirectly air-cooled." Send for booklet, "An opinion of the Franklin by a man you know."

If interested in automobile construction, send for catalog.

FRANKLIN AUTOMOBILE COMPANY Syracuse N Y

# "Yankee" Tools

The little wobbly screw is easily managed with this "Yankee" Tool—at a big saving of time, temper and bad thoughts.

No. 15 is used by electricians, camera-men, cabinet-makers and a host of others, on fine work requiring the pestiferous little screws that are like all both-eration to get started with an ordinary screw-driver.

See this  
Knurled Washer?

Thumb and forefinger in contact with the Knurled Washer turn the blade and start the tiny screw; letting the hand hold the driver and screw straight, with a steady pressure. Thus started, the screw is driven home by ratchet movement of the handle. In drawing a screw, you loosen it with ratchet movement, then run it out by thumb and finger on Knurled Washer.

Ask your dealer for  
"Yankee" Ratchet  
Screw-driver No. 15

Blade of 3/16" diameter, in four lengths:  
2-inch blade, 40c. 4-inch blade, 50c.  
3-inch blade, 45c. 8-inch blade, 55c.

To the dealer  
Once a man gets No. 15 in his hand, with his thumb and forefinger on the Knurled Washer, he will never part with the tool. If you haven't got No. 15 to show, rush an order to your jobber.

Free Tool Book for mechanics and householders, illustrating and describing 66 kinds and sizes of "YANKEE" Tools. Write to

NORTH BROS. MFG. CO., Philadelphia

## Get Ready For Life In The Open

Every lover of outdoors should have a copy of  
GEO. B. CARPENTER & CO.  
1911 Campers' Book FREE

A complete guide to life in the open, giving information on how to get the most fun out of camp life. Crowded with illustrations and interesting prices for tents, kit bags and everything necessary for out-door recreation.

If your dealer cannot supply you with Geo. B. Carpenter & Co. goods, write us direct.

Geo. B. Carpenter & Co.  
212 So. Water St., Chicago, Ill.  
Makers for U.S. Gov't.

# M-M MOTORCYCLE

Handiest conveyance for 1 person for Pays  
business or pleasure; 4 h.p. 40 c. For  
for 1 cent. Runs quiet. For  
and smooth—slow or fast.  
Starts like an automobile.  
Get M. M. literature and  
agents' proposition today.  
Am. Motor Co.  
810 Centre Street  
Brookton - Mass.

# WHITE VALLEY GEMS

See Them BEFORE Paying!

These gems are chemical white sapphires—LOOK like Diamonds. Stand acid and fire diamond tests. So hard they easily scratch a file and will cut glass. Brilliance guaranteed 25 years. All mounted in 14K solid gold diamond mountings. Will send you any style ring, pin or stud for examination—all charges prepaid—no money in advance. Write today for free illustrated booklet, special prices and ring measure.

WHITE VALLEY GEM CO., Dept. E, 734 Saks Bldg., Indianapolis, Indiana

# 30 Days' Free Trial

and if we haven't an agent in your city, we will sell you at wholesale agents' price, one

# AMERICAN Motorcycle or Bicycle

and prepay the freight. Write for our introducing offer and catalogue, and say whether you want motorcycle or bicycle. Do it now.

American Motor Cycle Co., 349 American Bldg., Chicago

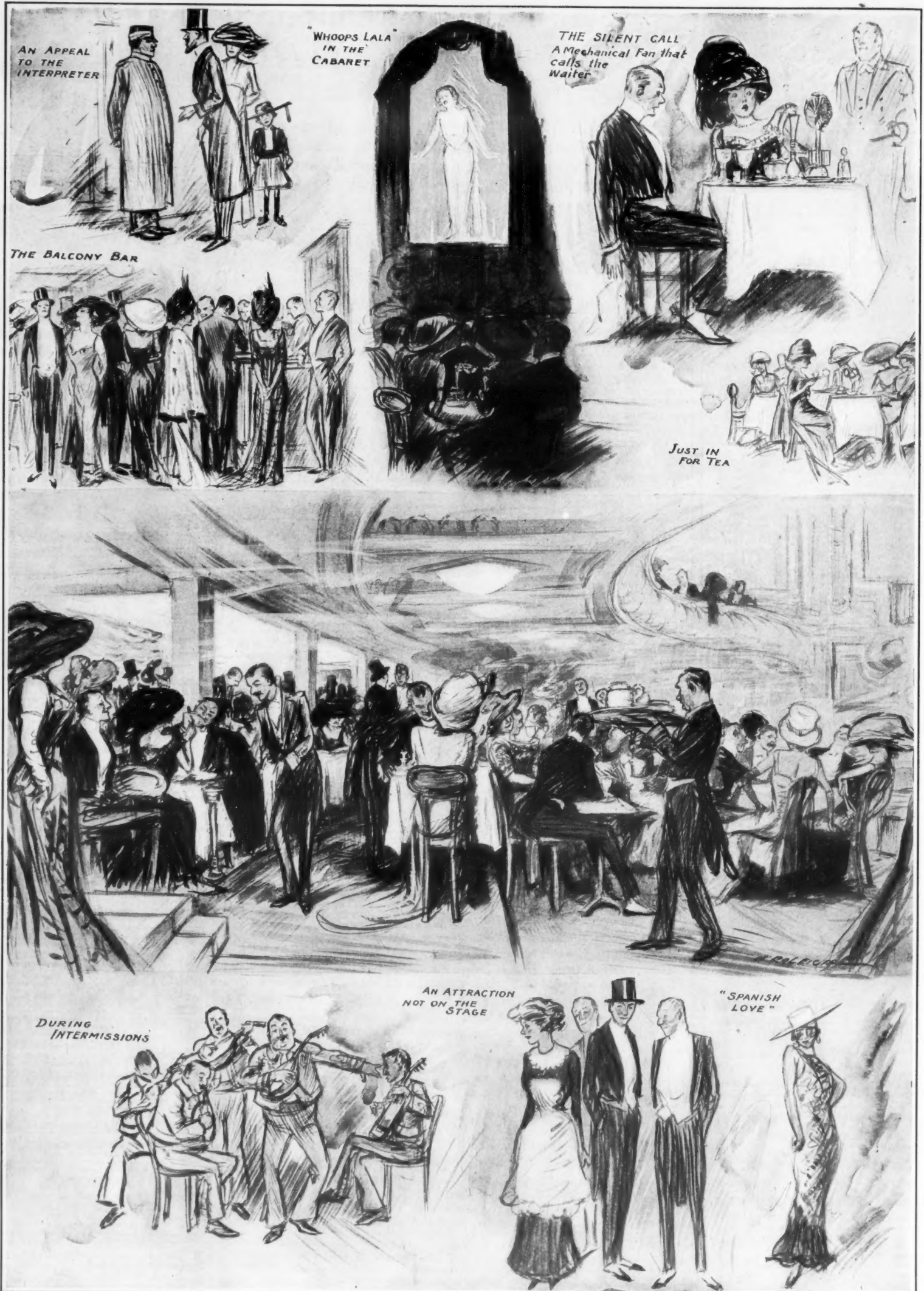
# FERRO MARINE ENGINES

\$60 AND UP The Engine that Mastered Niagara

THE World's Standard Two-cycle Marine Motor. Ten sizes; one, two or three cylinders; 3 to 25 horse power. High tension magneto; new idea in carburetor; many other advantages.

1911 Catalog all models, sent free

The Ferro Machine & F'dry Co.  
12 Hubbard Ave., Cleveland  
Agents in Principal Cities and Ports



Dining at the Play

(See page 39)

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# Collier's

## The National Weekly



P. F. COLLIER & SON, Publishers  
Robert J. Collier, 416-430 West Thirteenth Street  
NEW YORK

May 20, 1911

### Yesterday and To-day

**L**ESSONS FROM HISTORY are more useful ahead of trouble than after the trouble has begun. Probably the United States will not become involved in Mexico. The spirit of the people is strongly against interfering. Nevertheless, a sudden turn or accident might at any time lead to some step from which there would be no return: We are impelled, therefore, to waste a few words on the most brilliant republic that ever existed on the earth. HERODOTUS reports that when Athens was under one-man rule she was no better than her neighbors; when governed by her citizens she was first in everything. When XERXES asked how a few Greeks could stand against his army, "especially when they are free, and there is no one to compel them," a Greek answered: "There is a master over them, the Law, whom they fear more than your servants fear you." Athens at her greatest power represented, as GILBERT MURRAY sums it up, freedom, law, intellect, humanity, the championship of the helpless and oppressed—what we call chivalry and what the Greeks called religion:

Nor yet to gold  
Give we high place, but in one honor hold  
The poor man and the rich.

One of the chief men of Athens said: "I have remarked again and again that a democracy can not govern an empire." Athens tried it and went down. The ideals of freedom and kindness vanished, and those of compulsion and power arose. It became the fashion to jeer at fairness and sympathy as folly and weakness. As the change was beginning, a leading citizen pointed out that the three most deadly enemies of empire were pity, noble sentiments, and the generosity of strength. THUCYDIDES, writing after the change had come, declared: "In peace and prosperity both nations and individuals are free to act upon high motives. . . . War is a teacher who educates by violence, and makes men's characters fit their circumstances." The actual causes of war, he said, however disguised in fine phrases, were avarice, ambition, and party spirit. It was after Athens had started on the path of conquest that EURIPIDES mourned because the wise ones of his country could no longer feel the value of merely living in the presence of dawn and sunset, of eternal mysteries and great discoveries:

The simple nameless herd of Humanity  
Hath deeds and faith that are true enough for me.

The wise ones needed hostile strife and violent action to stimulate their coarsened natures. A little after the poet expressed his fears, the wonderful history of Athens reached the end of idealism and true glory.

### Fiction

**A** LIBRARY in Philadelphia, the Apprentices', announces that while its circulation during 1910 rose three and one-third per cent, the proportion of fiction became two per cent less of the total. If "solid reading" is gaining generally around the country, at the expense of novels, we should be glad to receive reports from libraries, booksellers, and publishers. If many reports come in, we shall not only print the results, but also moralize. Meantime we observe that fiction is an excellent sweet in the mental diet, but not suited to form the mind's exclusive nourishment.

### Brave as Julius Caesar

**W**E RESPECT COURAGE, whether in friend or foe. CHARLES W. POST, at a banquet the other night, said very naughty things about us, but they are forgotten. Our heart is all wrapped up in the valor with which he planned some time to risk his life. He said:

The Brazilian Government set a price on my head, somebody told me. I don't know whether it was true or not. Said if I ever came down there, they would shoot a hole in me big enough to throw your boots in. Well, I generally go about where I want to without much regard to that. Some time I am going down to Brazil.

Now, we have a great deal of admiration for a man who will get up at a dinner and tell a lot of other men that he is so brave he will some day go to Brazil, even if somebody, he wasn't sure who, told him there might be danger, though also there might not be. Daring enough was required to contemplate making a trip which was future, vague, and fraught with unlikely peril; but how much wilder courage did it take to arise fearlessly at a dinner and assert this intrepid spirit in the very face of all the diners!

### New Hampshire

**I**N NO OTHER STATE east of Wisconsin have the people, as a whole, shown themselves so much a part of the Insurgent movement as in New Hampshire. The sweeping victory of the progressive program this spring was made possible by a free House, which represented the voters and which was led in a large spirit. Mr. STEVENS, and the minority of which he was the leader, did not play peanut politics. They cooperated with a Republican Governor to pass the measures to which both parties were pledged. A Manchester paper, owned by a perpetual office-seeker named PILLSBURY, is upset by our belief that this victory was won by the people of New Hampshire, the House of Representatives, and the Governor, over the Boston and Maine, the Senate, and most of the press, and it barks at us. In return, we ask the "Union" a few brief questions:

1. Was Mr. GEORGE W. FOWLER, who wrote political articles for the "Union," appointed to a directorship in one of the subsidiary companies that make up the Boston and Maine Railroad as soon as the session was over?

2. Why did the "Union," being presumably a "news"-paper, never give to its readers a single word about the banquet in the Hotel Rockingham? Perchance it thought they would not be interested in knowing about the cheery love-feast between Senators and pillars of the Boston and Maine organization, guided and enlivened by fairies imported from the New England metropolis. How many citizens of New Hampshire, unless they happen to be readers of the Boston "American," know to this day about the banquet and the part it played in the history of the Senate?

3. What are Mr. PILLSBURY's relations with General FRANK S. STREETER?

The victory was won, and perhaps it matters little that the people, the House, and the Governor won it without some help which should have been theirs. In most reform waves the newspapers play a leading part.

### A Statesmanlike Spirit

**R**AYMOND B. STEVENS was a member of the New Hampshire Rate Committee, made up of PILLSBURY, WALBRIDGE, and FELCH, Republicans, and STEVENS and FARRARD, Democrats. In the beginning he was strongly in favor of enforcing the rate statutes of the State, coolly violated by the Boston and Maine, and thought no mercy should be shown to the railroad. If an ordinary citizen had deliberately broken such a law, nobody would advocate immunity. It was only through the influence of LOUIS D. BRANDEIS, Governor BASS, and others, most of whom call themselves Republicans, in the same liberal sense in which he calls himself a Democrat, that STEVENS signed the report recommending a bill which gave to the State all it wanted, but abandoned the satisfaction of chastising the road. STEVENS, in this course, sacrificed a political advantage for himself and for his party. If the Democrats had insisted on "enforcing the law," they could have made party capital and prevented the success of the Governor's program, since PILLSBURY would not have joined the other two Republicans in supporting the Administration bill, as he favored a plan giving the railroad what it wanted. STEVENS was the ablest debater in the House and did much to bring his party around to calm, liberal, nonpartizan views. Great help was also given by FELKER, another Democratic leader. The result has been to take the railroad rate question out of politics. STEVENS, who is about thirty-five years old, is a graduate of the Harvard Law School. At first he practised law at Lisbon, New Hampshire, but did not like it. He is poor. For a while he worked on a farm as a hired man. Then he managed to get a farm of his own on the outskirts of the White Mountains. He is the type of man who is valued by the new movement in American public life.

### We Have the Proof

**I**N BROWNING'S PLEASANT POEM the emperor says to the soldier: "You're wounded"; but the boy, cut to the heart by the understatement, replies: "Nay, I'm killed, Sire." In exactly the opposite way would the Sterling Debenture Corporation have to be celebrated in these latter days of its existence, now so fast becoming its last days. Its members are really "dead ones," but are claiming that the exposure of their crookedness does not affect them. We took pains, a short time ago, to accuse them of falsehood and obtaining money under false pre-

tenses, but they blithely continue issuing letters to prospective victims. They say: "We give all the facts on which we base an offering to the public." They have never told the public of the secret bond lien against the Telepost for a few hundred thousand dollars. They have never told the public of the Secret Supply Company which was composed of some of the men who run the Oxford Linen Mills, and who have been in a position to sell material to themselves. By every device of pamphlet, letter, and photograph, they exploit their "voting trustees" as a guarantee of wise management. The first "voting trustee" interviewed does not know the Sterling Debenture gang by sight and states that he has no knowledge of their character. When necessary, we can tell in detail of the Pennsylvania bank stock which they started to sell, and how they were prevented from selling it because they violated their contract. We have the evidence on their carefully cumulative pamphlet on bank stock, in which the last paragraph falsely describes Texas Loan stock, which is not a bank stock. We know the story of the Oxford Linen Mills and the superintendent who had to resign because he was too honest to perform the absurd and destructive bleaching process ordered by the officials. The mill promoters boasted of their ability to convert raw American flax into salable linen goods. Their first product was a mixture of cotton warp and yarn spun of imported linen waste. Then they turned out goods made of imported linen yarn for the warp, and they put the waste in for filling. Now they are spinning from the imported fiber. To Mr. HITCHCOCK, whose campaign against the get-rich-quick concerns has been enthusiastic and valuable, we respectfully suggest that the time has come for a fraud order against this enterprise. If he feels that a fraud order is inadequate, and that the gang will reappear under new names with fresh schemes, why not prosecute?

#### Large-Mindedness

A DEMOCRATIC MEMBER from Indiana, WILLIAM A. CULLOP, disposed of one argument against Reciprocity when he said that, on the very day of the debate, April 21, the price of wheat at various centers in the United States and Canada was:

Winnipeg . . . . .	93½ cents
Chicago . . . . .	89 cents
St. Louis . . . . .	86 cents
Kansas City . . . . .	84 cents

Of course, it is obvious that in a few small towns close to the Canadian border the price of wheat and barley in the strictly local market is slightly higher on the American side than on the Canadian side. This is the reason why a good many North Dakota and Minnesota members opposed Reciprocity. Chairman OSCAR W. UNDERWOOD of the Democratic Ways and Means Committee touched a statesmanlike level when in reply to the North Dakota members he said:

I of necessity recognize the fact, for example, that if the District of Columbia were the only market a farmer had in which to sell his produce in this neighborhood, and you put a policeman on the outer border of this District of Columbia and forced the farmer living in Maryland or Virginia to pay a tax for the privilege of bringing his produce into this particular town, it would be true that he could not sell his produce for as high a price outside as he could inside, because in the immediate local neighborhood his market is limited, and for him to take his produce to Baltimore or somewhere else would cost him additional freight charges. . . . I have no doubt that, if this bill passes, there may be some towns in North Dakota where the price may be affected slightly; . . . but we as a nation can not limit our legislation to the village from which the gentleman from North Dakota comes.

Certainly tariff reform and reduction of the cost of living can make no progress whatever unless our representatives in Congress do prove themselves large enough to pay something for what they gain in other directions.

#### The Gist of the Lorimer Scandal

ONE OF THE LEADING ORGANS of the trade, the "Southern Lumberman," now calls on EDWARD HINES, the Lorimer-and-lumber lobbyist, to resign as President of the National Association of Lumber Manufacturers. If this paper and self-respecting men throughout the lumber world are eager to free their business from scandal let them stop trying to bribe or bulldoze honest Democratic Congressmen into party treason. If there had been no tariff on lumber, there would be no HINES, no LORIMER, and no lobby.

#### Arizona

REGARDING ARIZONA, the issue is the right to local self-government, although Standpat politicians and papers try to make it appear that the recall of judges is the issue. Arizona has a right to make any experiments in government that she sees fit, so long as they are not repugnant to the United States Constitution. If Arizona were admitted to-day, it could adopt the recall to-morrow, and Mr. TAFT would be impotent. Arizona's resistance to Mr. TAFT's threats is creditable; may the territory's pride endure; Statehood will come soon, and it will come in the form that Arizona demands. An increasing number of persons who don't like the recall of judges, do like pluck, and respect Arizona's right to adopt its own form of government. President TAFT's disposition to refuse Statehood to Arizona because it has adopted a popular form of government is rapidly decreasing, in proportion to the nearness of his own candidacy for renomination. Incidentally, this is a good chance to acknowledge that some time ago COLLIER'S stated that the convention which wrote its now famous Constitution was composed of "41 Republicans and 11 Democrats." The

real figures were exactly the reverse. It is the Democratic Party, not the Republican, that is to be credited with those progressive measures which so roused the anger of that great Democratic leader, BAILEY of Texas.

#### The Cost of Ships

THE BRITISH NAVY can construct battleships cheaper in the royal dockyards than can the private builder. But every American naval officer knows that any craft from a tugboat to a dreadnought costs more to build in our navy-yards than if built by an outside firm. So does Secretary MEYER. The *Cyclops*, a fleet collier carrying 10,457 tons of coal, was built by the CRAMPS for \$822,500. The *Vestal*, also a collier, built in the New York Navy-Yard, cost \$1,597,119, and has 4,047 tons less carrying capacity. The battleship *Connecticut*, built in the same navy-yard, cost practically five hundred thousand dollars more than her sister ships constructed by private shipbuilders. The battleship *Florida* is now building in the New York Navy-Yard at Brooklyn. She is ten to twelve per cent further behind in construction than her sister, the *Utah*, building at Camden. The *Utah* will be constructed within the appropriation of six millions, the *Florida* will not. Authorizing the last two dreadnoughts, the *Texas* and the *New York*, Congress directed that one should be built in a navy-yard. Chief Constructor WATT testified before the House Committee on Naval Affairs that it would cost \$1,500,000 more to build the *New York* in the New York Navy-Yard than the *Texas*, which is laid down by a private firm. The ships are alike as two peas. The making of these appropriations stipulating that ships be built in the navy-yards was in charge of the members of the Naval Committees, and these men knew that the passing of these bills committed the Government to the loss of millions. The Navy Department is on record against building ships in the navy-yards, as is Secretary MEYER, but a greater power than the Secretary of the Navy is needed to break this practise.

#### Agreed Upon

THREE REPORTS are before us as we write. One from the Police Commissioner of Boston, one from the Committee of Fourteen in New York, and one from the Mayor's Vice Commission of Chicago. Each is the semi-official expression, after thorough investigation, of organized thought. There is fundamental agreement in spite of varying local conditions. They agree that nineteen separate and distinct individuals prey for money on the earnings of the "outcast," and that harm is done by the superficial raiding, crusading, denunciation, and misguided tactics of fanatics. They are further agreed on the need for sternly repressive measures for overt vice; of wise and widely spread medical knowledge of social disease among adults, and of sound, thorough education of the young in sex hygiene; of strong enforcement of individual responsibility; of "living wages" for girls employed in industry, and of protection to their hours and working conditions. It is entirely possible to separate the saloon from its rear room and hotel features. It is possible to demand a living wage for factory girls and department-store girls, and to legislate night work by women out of existence.

#### Immigrants

ONE OF THE LIFE-BOATS was gone, and a cylinder limped badly, but the big liner swam serenely in at evening from the winter sea, sure as an albatross going home. The white breath of the Banks enveloped her yet. Bitter sleet slanted against the ice that sheathed her—a flight of Parthian arrows from the beaten storm. The immigrants locked in the steerage heard far ahead deep-toned whistles, but the port-holes showed only blanks of gray. For four days the doors had not been opened, while monstrous waves came aboard and hammered at the bulkheads, and five hundred humans were crowded below. Immediately over their heads was the first-class cabin, where superior beings came down to dinner in evening dress. The steerage caught sometimes snatches of music from the orchestra. It knew that the first cabin strolled all day in the clean air, on a high deck sheltered from the storm. They were very rich, these well-dressed people, but the steerage didn't care. For weren't all Americans rich and wasn't the steerage going to be rich, too?

Whistles! A faint exultant chorus—first welcome from that America of their dreams. In how many tongues it seemed to say, "Wealth is freedom and happiness. My streets are paved with gold. My mountains and rivers and forests are strewn with gold. They are yours for the asking. I am El Dorado, the Western country of the blessed, the end of the rainbow." They couldn't see, yet they believed. "Steerage bulkheads!" ordered the mate. The immigrants tumbled out into the thick, bitter night. The whistles were all around now, shrill, menacing, sullen, mingled with other monstrous noises. Quite suddenly the sleet drove seaward and the fog began to thin away. High up in the night the immigrants saw lights upon lights; rows upon rows of lights, set in the brow of a jagged mountain range that blotted out the stars; lights full of the yellow sheen of gold, mountains pierced to show the riches within. For each one of them the lights were kindled in separate welcome; behind every light were food and warmth and clothing. For every starving woman and every weary muzhik, and every cringing Jew was his heart's desire. Some were on their knees, thanking their several gods; others sang and shouted, which was just as much a prayer; many wept. Everybody said the same thing in twenty different tongues, and everybody understood. For this was America, and happiness lay just across the river.



# WHAT THE WORLD IS DOING

## A PICTORIAL RECORD OF CURRENT EVENTS



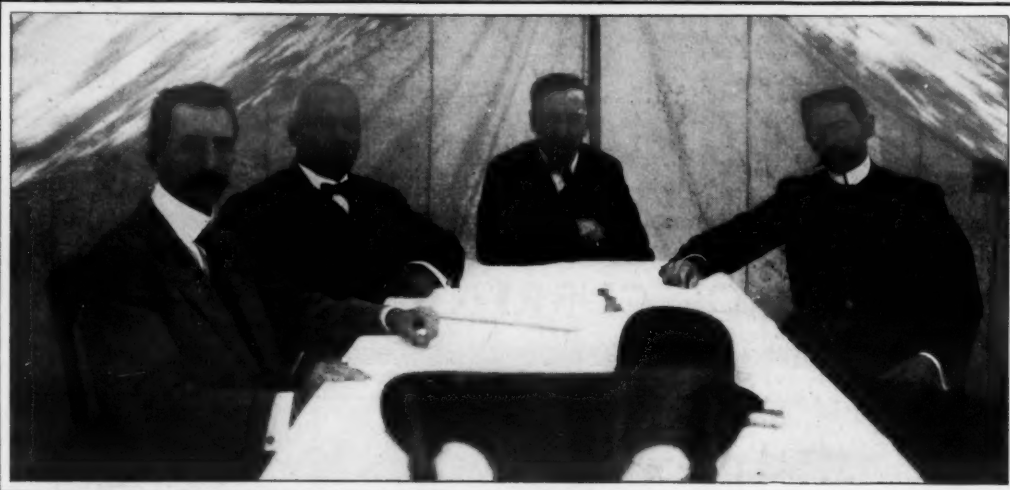
The Leader of the Mexican Insurrection and One of His Captains

Francisco I. Madero, Jr. (right) and Castillo Maximo, Captain of the Presidential Guard. The latter, with 160 men, deserted the rebel General Orozco and joined Madero's forces. The photograph was taken in front of the White House, Madero's provisional capitol at Juarez, near which negotiations for peace were begun May 4

PHOTOGRAPH BY JAMES H. HARE, COLLIER'S STAFF PHOTOGRAPHER

# WHAT THE WORLD IS DOING

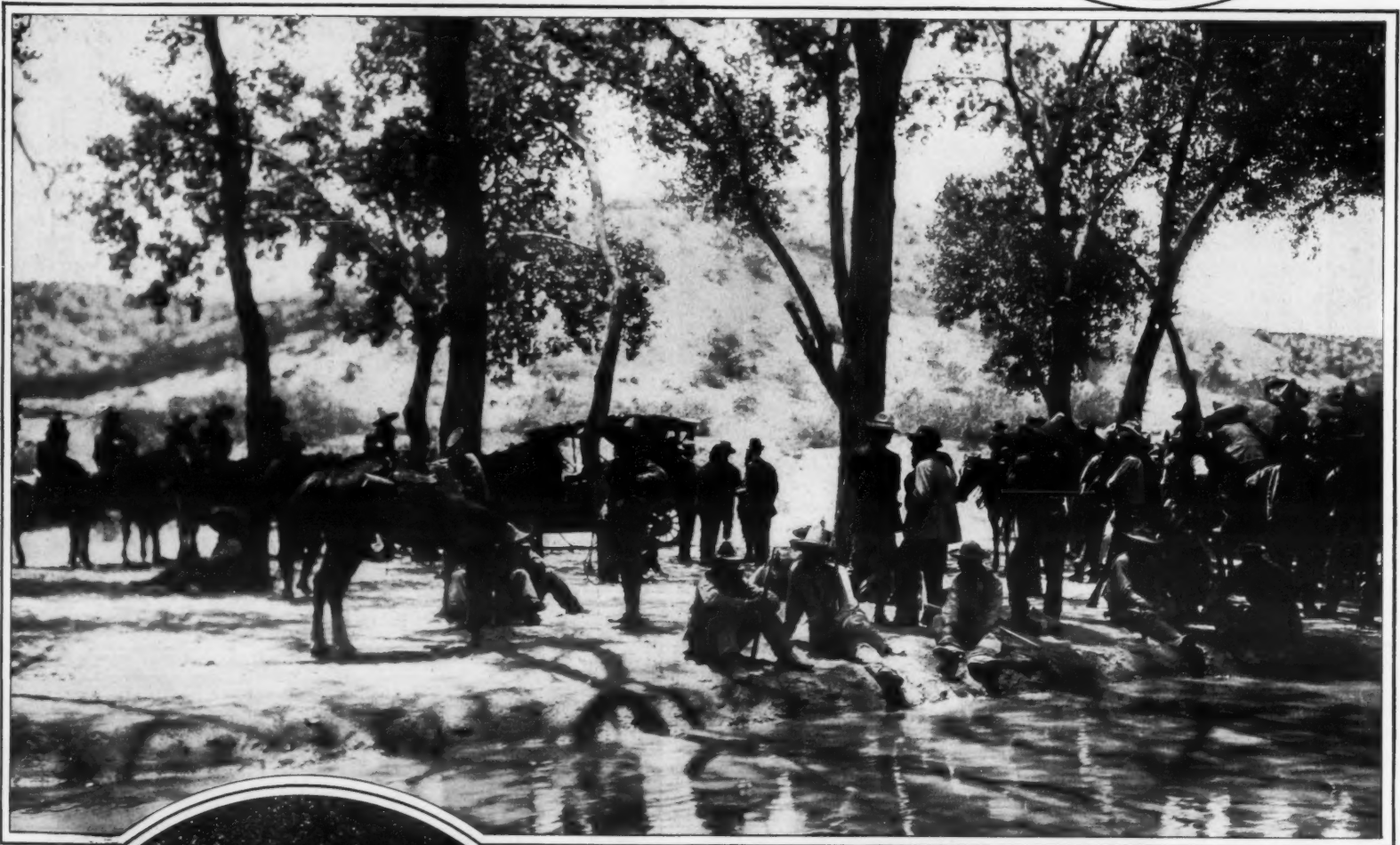
PHOTOGRAPHS BY JAMES H. HARE, COLLIER'S STAFF PHOTOGRAPHER. COPYRIGHT 1911 BY P. F. COLLIER & SON



The Peace Commission in session—Senors Saurez, Carbajal, Madero, and Gomez



Bound for Peace Grove



The arrival of the Commissioners at Peace Grove, on the west bank of the Rio Grande



The troop of cavalry which escorted the Insurrecto Commissioners



Winding over the hills on the way to the conference

## The Mexican Peace Conference in Session Near Juarez.

THE first conference of the Mexican Peace Commission occurred May 5, on the west bank of the Rio Grande, at a spot which has acquired the name of Peace Grove. It is midway between Madero's headquarters and Juarez. The rebel and federal outposts reach down almost to the place itself. Telegraph wires and telephones were strung from a point on the American side of the river opposite the tent in which the Peace Commissioners were deliberating to the town of El Paso. No one was allowed within fifty feet of the tent while the conferences were in session. President Diaz, as a result of the conferences, promised to resign when peace is established.

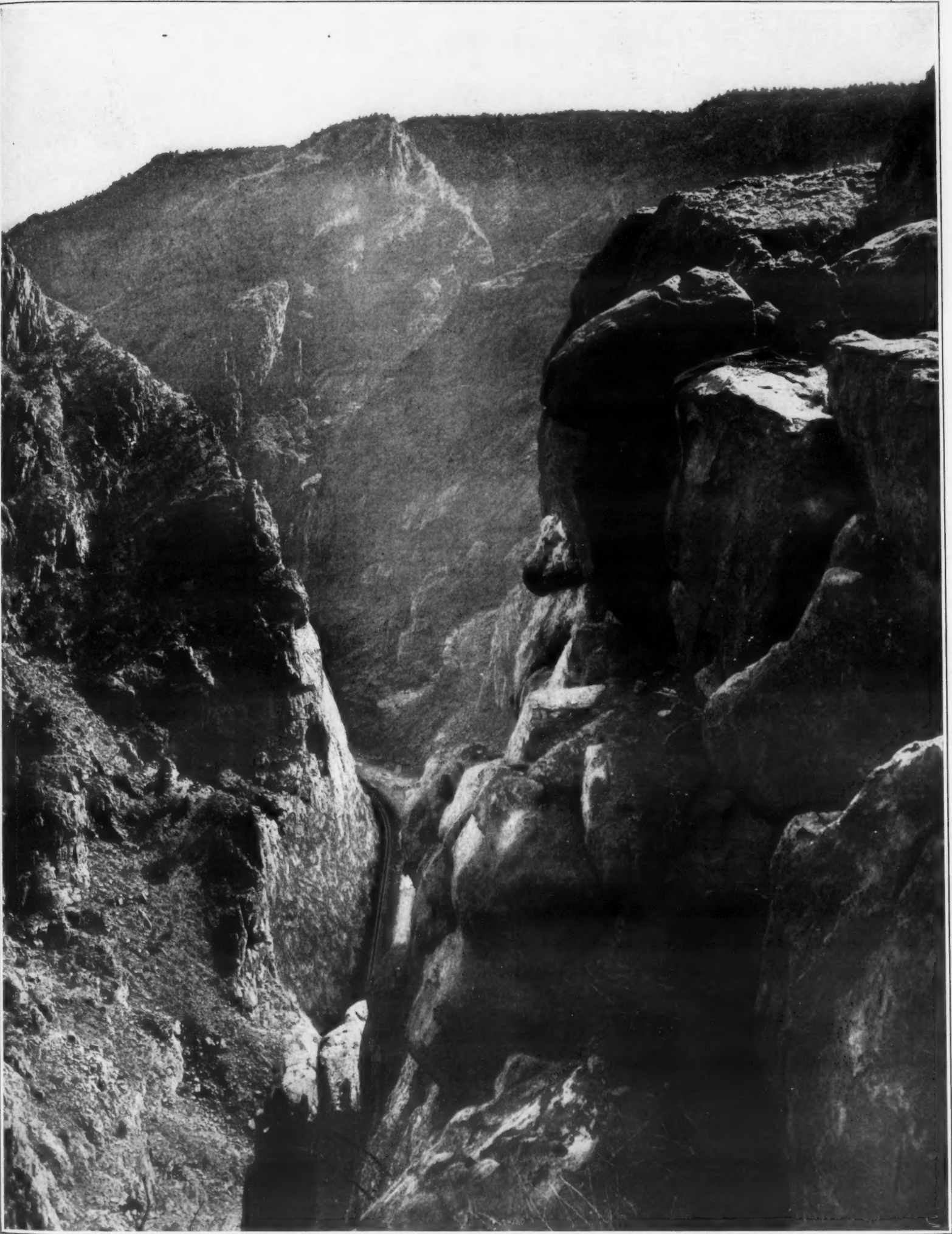
The new scene  
May 12. F.  
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## A RECORD OF CURRENT EVENTS



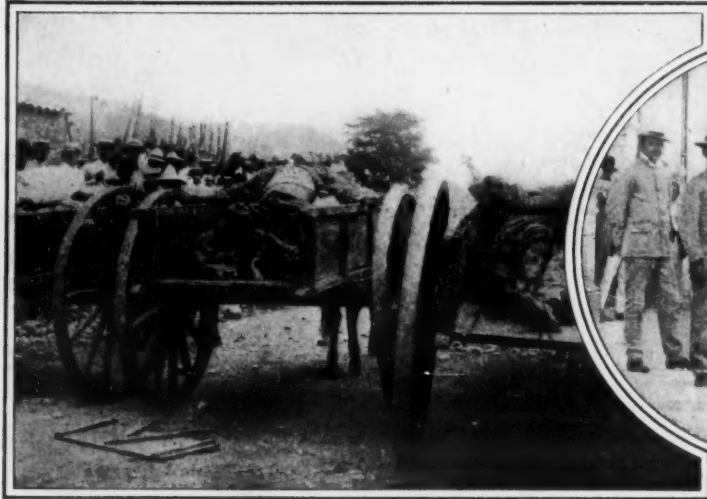
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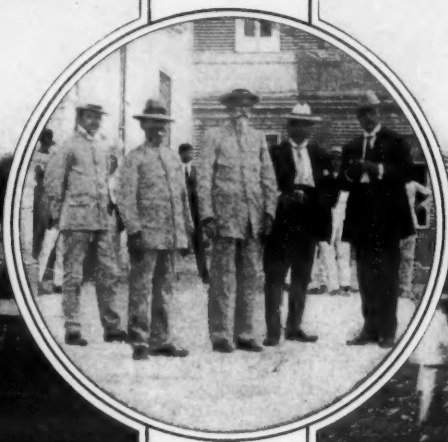
### Looking into the Royal Gorge from the New Scenic Highway Near Canon City, Colorado

The new scenic highway which winds up the mountainside from Canon City at the eastern end of the Royal Gorge of Colorado to a plateau at the top was formally opened May 12. From this view-point can be seen not only the railroad and the river winding in and out among the rocky walls of the gorge, but also the snow-capped Sangre de Cristo Mountains to the west and Pikes Peak to the east. The roadway, which is the property of Canon City, was begun in February, 1910, and was completed in November

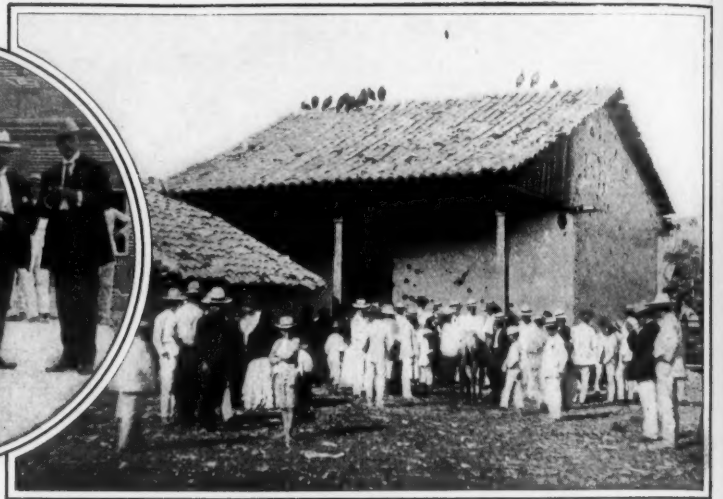
# WHAT THE WORLD IS DOING



Carrying the dead to the cemetery



Generals Lava and Palma (at right)



The house in which 39 men were killed

## Butchery in Honduras

**W**ISHING to become its President, General Manuel Bonilla invaded the Republic of Honduras. By intervention of the United States Government war was avoided and both parties, liberals and conservatives, agreed that President Davila should resign office and Dr. Luis Bertrand should become President for the rest of Davila's term, or until October, 1911, and disarmament was decreed. In Comayagua were Generals Lava and Palma. A few of Palma's men were charged to take away any rifle that should appear in the hands of dismissed and licensed troops in the street. Lava himself (perhaps he was not quite sober) tried to disarm one of Palma's men who had only a machete, and cut his own hand. Followed by a great number of his half-drunken men, he went to General Palma's house, where instantly a real fight began, at the beginning of which both the generals were killed. Lava's men saw that there was no hope of escape and surrendered, but were shot by their erstwhile comrades and friends. The bodies were plundered of their money and even of their clothes. When the Governor arrived he could get no help in burying the dead, but finally succeeded with the assistance of twenty prisoners from the penitentiary, although he was menaced by the populace



The Dedication of the American Exhibit at the International Exhibition at Rome

Ambassador Leishman, with Queen Helena of Italy, followed by the King and Commissioner Norris

## The Italian Exposition

**T**HE commemorative exhibitions of art and history at Rome and of labor and industry at Turin in celebration of the fiftieth anniversary of Italian unity were opened on March 27. The American pavilion at Rome, which was constructed by the firm of Carère & Hastings, is built of damask brick. The King and Queen of Italy visited the American pavilion in the course of the day and were received by Ambassador Leishman and other officials of the Embassy. The King expressed admiration for the exhibit. The building overlooks the entire Valle Giulia, and discloses an immense panorama of Monte Mario, Villa Balestre, and Villa Borghese. An Italian newspaper prints the following comment: "The United States, differing from other nations, has desired to pay honor to our country and our art by adopting a style of architecture purely Italian, although Americanized; the little garden enclosed by a balustrade, and similar to the belvedere which stands in front of the pavilion, gives a certain homelike attractiveness. Never before, perhaps, have the Americans placed such a large and complete exhibit as this in Europe. They have entered into the competition with almost all their artists, from the most celebrated and earlier ones, to the most recent and most daring"



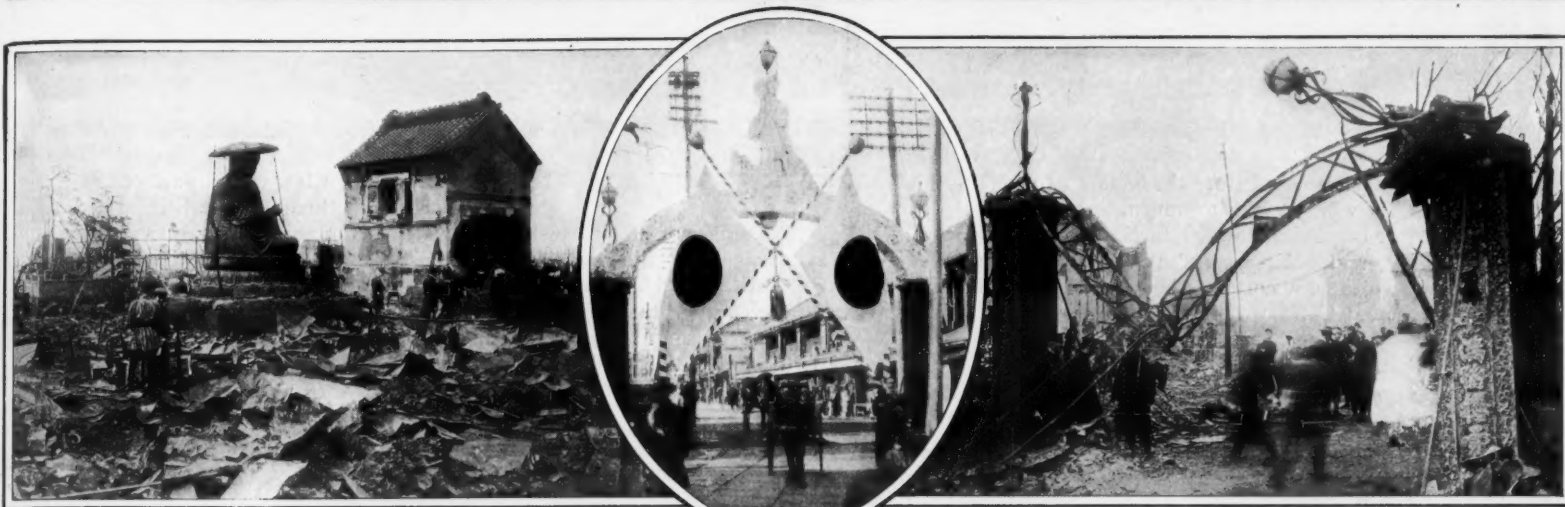
The Crystal Palace, London, and the Scene of the Festival of Empire Which is to be Held During the Coronation Festivities

A White City is being built on the grounds of the Crystal Palace at an expense of over \$5,000,000. When completed, visitors will be able to make a symbolical journey to the British Colonies, all of which will be represented by special buildings or scenery. The Parliament Buildings at Ottawa have been reproduced on a two-thirds scale

Nearly  
285 resi  
May 20



## A RECORD OF CURRENT EVENTS



The ruins of the statue of Buddha

The main entrance

to the Yoshiwara

The entrance after the fire

THE notorious Yoshiwara, the quarter of Tokyo inhabited by the licensed courtesans, was destroyed by fire on April 9. The following description is taken from an account of a visit by Richard Harding Davis, published in Collier's a few years ago: "Out of the night rose a great walled city, blazing with lights, alive with music and many voices, with tingling samisens and the patter of thousands of wooden getos. . . . A blaze of light opened in the wall. This was the gateway of the Adamless Eden, the entrance to the City of the Ladies of the Golden Screens. The Yoshiwara is in extent a mile square. It is inhabited by three thousand women and young girls. Each of these has sold herself to a keeper for a sum seldom larger than two hundred dollars in gold. . . . The streets, were it not for the glare that issues from the open front of each house, would lie in darkness. And as it is the glare of light reaches barely to the middle of the roadway and upward only to the level of the second



Refugees Removing Their Belongings

The fire raged for eight hours and destroyed several thousand houses

story. In consequence the two upper stories appear to rest upon nothing; they bulk dimly in the darkness, their balconies seem to float in the night air. Below them there is visible no solid walls, no masonry, no supporting columns, for this reason—the first floor of every house in the Yoshiwara is a cage. . . . Imagine the cages flashing with lights and backed by screens of gold; screens of rare and ancient carvings, of golden dragons, of golden flowers—the iris, the lotus, the tulip—of golden birds of paradise. And picture in each cage behind the menacing iron bars, and seated before the golden screen as immovable as idols, from twelve to twenty princesses robed in the richest of silks of the richest of colors, bound round with sashes of brocade stiff with gold and silver thread, their hair carried up fantastically in loops and bands, glistening with ointment, heavy with golden pins. Each with her face chalked white, her slanting eyebrows blackened, her tiny lips more tiny with daubs of red. . . ."



The Ruins of the Fire Which Destroyed \$3,000,000 Worth of Property in Bangor, Maine

Nearly one-third of the city of Bangor was destroyed, thousands of persons made homeless, and several lives lost in the fire which started on the afternoon of April 30. About 285 residences, most of which were in the exclusive section of the city, more than 100 business structures, seven churches, the post-office, and the public library were burned.

May 20

# COMMENT ON CONGRESS

**T**HERE are now before the Senate two bills which make a substantial and fair beginning toward tariff revision downward, reciprocity, and the farmers' free list. Within a few weeks, from time to time, a cotton schedule and a woolen schedule will come to them. Tariff revision is squarely up to that body.

## Taft's Unique Position

**I**N HIS speech opening the debate on reciprocity, Claude Kitchin made this point:

"The Administration of President Taft will stand out to the future in unique solitude. It is the first in the history of the Government that has been forced, in the exercise of the power given the President by the Constitution, to convene on extraordinary occasions two sessions of Congress in one term."

Equally surprising is this fact:

"It is the first time in our history that a President has felt the necessity of calling an extra session when the popular branch of the Government was in the hands of an adverse party."

Because it has come about so gradually, few realize how strange Taft's position is. Long ago he alienated the Insurgents in Congress, and the progressive wing of the Republican Party, by the aid he gave Cannon and Aldrich in the making of the Payne-Aldrich tariff bill, by his repeated public approval of that measure, by his denial of patronage to the Insurgents in Congress, and by his efforts to harm them in their States. Lately, he has alienated the Standpatters by his attitude on reciprocity. Cannon, Dalzell, Fordney, all the Old Guard, spoke and voted against his bill, and privately denounce him. The American Protective Tariff League, whose membership is very potent in Standpat circles, because it is the most prolific source of funds, is conducting an active campaign to prevent Taft's renomination. Meantime, Taft has done nothing to placate the Insurgents; indeed, at a time when the Standpatters in the Senate had given promises to meet the Insurgent demands in the recent contest on committee assignments, Taft is reported to have interfered and caused the defeat of the Insurgents. Within the party organizations the only element now devoted to Taft's renomination consists of the Federal machines in the South and those sections of the party that are dominated by office-holders.

## The Democrats Who Bolted

**I**N THE House there are 228 Democrats; of these 10 left their party and voted *against* reciprocity. They are:

Gudger, N. C.	Webb, N. C.	Claypool, Ohio.	Fowler, Ill.
Doughton, N. C.	Bathrick, Ohio	Whitacre, Ohio.	Hammond, Minn.
	Pujo, La.	Rucker, Col.	

COLLIER'S will be indebted to the press and the people of the several districts represented by these men for information as to whether or not their course is approved by their constituents. It would be especially interesting to have the views of Josephus Daniels's "News and Observer" and also the Charlotte "Observer."

## They Never Surrender

**W**HEN Senator Borah moved to fix the direct election of Senators as the unfinished business, which action would necessitate a final vote on an early date, the Senate passed his motion by sixty-six to five. The five were: Brandegee of Connecticut, Burnham and Gallinger of New Hampshire, Heyburn of Idaho, Penrose of Pennsylvania.

## Martin of Virginia

**P**RESIDENT EDWIN A. ALDERMAN of the University of Virginia, in his welcome to Woodrow Wilson, said: "No American State has been quite so unselfish in material things [as Virginia], and none more tenacious in her spiritual claims." There is much historic truth in this sentence; but there has not been in recent times a more gross example of materialism than Senator Martin's repudiation of the Democratic platform in order to vote for a tariff on lumber. Virginia ought to have pride enough to refuse to reelect him.

## When Cannon Was for Free Trade and Fiat Money

**U**NCLE JOE was making a speech against reciprocity. Congressman Henry Allen Cooper of Wisconsin embarrassed him very much by quoting from the Record a contradiction which Uncle Joe had uttered eighteen years before. Uncle Joe was per-

fectly free to admit a few of his past errors.

As a matter of fact, there is no well-informed member of Congress but knows that Cannon was wrong in his votes and his arguments on most of the great questions, now settled and accepted, which were fought out during the first twenty or thirty years of his service, including the fundamental one of 'sound money. Something of the quality of the man who has held the third position in the Government of the United States is shown by a portion of his confession:

"I have no pride in what I have said in former years. Let me say to the gentleman, I can turn to the Congressional Record in the first Congress in which I served, the Forty-third Congress, and I can show him where I, too, believed that commerce knew no boundaries, and that there should be universal free trade. . . . The gentleman can go back, if he desires and has the interest, and hunt up my record, and he will find that in 1876, in Illinois, we made a contest for the free coinage of silver. . . . The issue was not metallic money, but fiat money—'be thou a dollar.' I voted to put out great quantities of 'sound money.' . . . I recollect putting my contestant out of business when I said to him: 'If a fiat of the law can make a dollar, he is an infernally mean man who will not let the Government issue millions of dollars and make us rich, inasmuch as it costs nothing.'"

In the present Congress, Cannon retains and even increases the affection that is felt for his racy personality, his years and his virility, but his prestige as a leader is wholly gone.

## Every Man His Own Boss

**A** STANDPAT member from Pennsylvania, John R. Farr of Scranton, in beginning his speech on reciprocity, in which he announced that he was going to desert the Standpatters and vote for the treaty, said:

"There has been in evidence in the last few days in this House the fact that every man is thinking for himself, regardless of party, and for the best interests of the people."

This is the one conspicuous result of the Insurgent movement which, if that movement should pass into history to-day, would remain as a sufficient monument. The situation is frequently described in the words, "things are wide open now." The party collar rests more lightly on every neck. Of the Insurgents about half voted for reciprocity and half against; of the Standpatters, also about half voted for the treaty and half against.

## The Income Tax

**M**UCH confusion exists as to how many States, and what ones, have adopted the income tax amendment to the United States Constitution, and several erroneous lists have been published. The following list is believed to be accurate; if there are errors in it, COLLIER'S will be indebted to those who will help to make the information accurate. The place where the complete record ought to be is the State Department at Washington, but the fact is only about half the States which have adopted the amendment have officially notified the State Department. Friends of the income tax in all the States ought to make sure that this final step is taken in each case, for the formalities are not really complete until this is done:

### IN FAVOR OF THE AMENDMENT

Alabama	Illinois	Maryland	Nevada	South Carolina
Arkansas	Indiana	Michigan	North Carolina	South Dakota
California	Iowa	Mississippi	North Dakota	Tennessee
Colorado	Kansas	Missouri	Ohio	Texas
Georgia	Kentucky	Montana	Oklahoma	Washington
Idaho	Maine	Nebraska	Oregon	Wisconsin

### AGAINST THE AMENDMENT

Louisiana	Massachusetts	New Hampshire	New Jersey
	Rhode Island	West Virginia	

It seems to be well settled that once a State adopts the amendment, and notifies the State Department, the action can never be rescinded; on the other hand, although one Legislature may have rejected the amendment, a succeeding one can reverse that action and adopt it. In fact, this has been done in several cases. The number of States necessary to adopt is three-fourths of the 46, or 35. This makes it necessary to secure favorable action in five more States. It is possible to do this during the current year, for several Legislatures are still in session. The friends should be alert; the opponents have a powerful organization, backed, naturally, by abundant wealth.

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# A REVIEW *of the* SEASON

By Walter Prichard Eaton

*A Healthy Activity in Our Theater, Showing a Strong Preference for Native Drama*



THE American dramatic season of 1910-11, now concluding, has not been signaled by the rise of a new dramatist nor the rise of a new player of distinguished promise. It has not, however, been by any means a depressing season, save for certain managers, and they can not have suffered severely, if we are to judge by the number of new theaters they have erected in New York. With a few exceptions, the many failures have been due to a lively exercise of sound public taste, and the fair number of successes have deserved their popularity, while not a few of them have been marked by poetic charm or serious social purpose. The percentage of American work among the successful plays has remained as high as in the immediate past, showing that our demand for native drama is no freak of a season; while those foreign plays which were adapted to the supposed lower tastes of the American public for the most part were speedily rejected. On the whole, it has been an encouraging and healthy season in the theater, if in no sense a remarkable one.

## A Numerical Comparison

IT IS not possible to make up at this writing an accurate percentage table of the year's productions in New York. But, over a space of several weeks during the most active part of the season, we find that nine new plays were of foreign authorship, English or Continental, presented in their integrity (as "Pomander Walk" and "The Blue Bird"), five were adaptations, and twenty-four were of strictly American origin—an excellent showing for the native dramatist. There were ten revivals of classic plays on Broadway, eight of them Shakespearian. There were two revivals of "Becky Sharp," one by Mrs. Fiske and one at the New Theater, a revival of a Barrie play, one of a Pinero, and four revivals by Mr. Gillette of his former successes. In the same period twelve new musical comedies were shown—or less than twenty-five per cent of the total. We submit this list, incomplete, to be sure, but fairly representative of the entire season, as a convincing sign of healthy activity in our theater, showing a strong public preference for new and native dramas, only a normal and legitimate interest in musical comedy, an increasing desire to witness foreign plays in their original form, and a considerable interest in revivals of the classics. Indeed, in point of attendance, the seven Shakespearian productions by Sothorn and Marlowe at the Broadway Theater were the most successful of the winter, and later in the spring Robert B. Mantell played a round of eleven classic dramas,

chiefly Shakespearian, for a month at Daly's Theater. The calamity howlers, those who sigh through their whiskers for the palmy days, are respectfully invited to compare this list with one made out for any season back of 1890. It does not prove, to be sure, that Sothorn and Marlowe are Booth and Charlotte Cushman; but it does show an enormous and at least partially compensating gain in plays of native authorship and in variety of interest.

One of the most successful plays of the season, to be sure, was adapted from a foreign source. "The Concert" and its rival for first place, "The Blue Bird," were translated from the French of Maeterlinck. But "The Concert" made its way partly because it was a work which, in its satire of the artis-

tic temperament, fits almost as well into an American setting as into an Austrian, and partly because it was staged and acted with the utmost craft. It would be understandable in any modern, sophisticated community, and the manner of its presentation at Mr. Belasco's theater would insure a measure of success for a much less interesting and clever play. Nobody objects to adaptations when they are made as this one was. Again, "The Blue Bird" belongs, intrinsically, to no race. It first succeeded in Moscow, then in London, then in New York, and only now has reached Paris, though it was written in the French tongue. Maeterlinck is what we may call an international dramatist. Our acceptance of all such work as transcends local boundaries in importance is a healthy sign of public taste and sympathy. In the case of "The Blue Bird" the season has also shown what a large public exists even in New York for poetry, fantasy, even for delicate symbolism.

Again, a third pronounced success of the season was "Pomander Walk," at Wallack's, a play of Jane Austen's England, by Louis N. Parker. It was a story without excitement, a play without problems; none of the commandments were shattered; nobody fired a revolver; nobody waved an American flag; nobody sang nor danced. It was just a quaint, serene, delicate idyl of young love and old in a little nook of London long ago. Yet New York yielded gladly to its spell. It succeeded because it was charming, truthful, effective. Any play with these qualities will generally succeed anywhere. It is because our standards of truth and effectiveness have been raised of late that we demand so often now new plays by Americans, and reject so often the adapted foreign work.

Adaptations fared very badly last season, barring always "The Concert." Two from the French of Bataille, "The Scandal" and "The Foolish Virgin," the former acted by Kyrle Bellew and the latter by Mrs. Patrick Campbell, failed dismally. Nor was either transplanted from its French setting, so that only in the matter of abbreviated texts and altered style could they truly be called adaptations. As a matter of fact, though both plays were wretchedly acted, their point of view on sex matters was so hopelessly Gallie (and vulgar) that they quite naturally had no truth nor interest for our audiences. "Sire," from the French of Lavedan, acted by Otis Skinner, and "Suzanne," the original by two Belgian authors, presented (we can not truthfully say acted) by Miss Billie Burke, fared little better, and for much the same reason. Their original appeal was local. Our audiences, accustomed now to look for something tangibly close to life in the drama, could find no interest in them, turning to plays by our own authors about our own society. When the appeal of a foreign play is racial, not universal, the task of transplanting it becomes doubly difficult, and the greater its original local color, the less chance it has of success abroad. It would seem that already our public can detect better than our managers wherein the value of a play resides. When that value is one not of exciting plot nor universal passions, but of racial atmosphere or the reflection of local conditions (as in "Suzanne," a study of Belgian middle-class vulgarity), it is safe to say the play can no longer be brought to America with impunity. We have had our theatrical eyes opened. We know now that Miss Burke, an English leading man, a cockney heavy and an American villain, do not, and can not, truthfully depict a Belgian beer bottle establishment. We want something more truthful than that. So the failure of this and similar adaptations last winter was a hopeful sign of public taste.

## The Native Product

THREE or four new American plays of more or less serious purpose were successfully launched, and several lighter pieces and farces, nearly all of them lively with that keen observation of men and manners which Clyde Fitch did so much to encourage. Edward Sheldon, the young Harvard graduate who sold "Salvation Nell" to Mrs. Fiske while he was getting his degree, produced his third play last win-

ter, "The Boss," immensely aided by the fine acting of Holbrook Blinn in the title rôle. It was, theatrically, an exciting and effective play, but it did not make us feel that Mr. Sheldon has yet the knowledge of practical life or of the human heart to rank him as a matured dramatist. He has, however, an inborn gift for creating dramatic situations and striking, strongly contrasted characters. He is a coming man. Charles Klein contributed one of his characteristic, and successful, dramatizations of the news of the

day, called "The Gamblers," a parlor melodrama of Wall Street speculation, which had the interest of suspense and surface veracity, and ran all winter at the Maxine Elliott Theater. Finally, in the spring, Augustus Thomas, our leading dramatist, produced a new play, called "As a Man Thinks," with John Mason as the star, and as the season closes it is still enjoying unlimited patronage.

"As a Man Thinks" is written in what we might sententiously term Thomas's later manner. It is a drama not of incident but of ideas; it is written with the avowed purpose of illustrating the dynamic power over our lives, our happiness, even our physical well-being, of thought, of the subconscious forces of the mind, of love and hate. Yet Mr. Thomas is too good a dramatist to let his characters turn to mere orating puppets, or his story to lose narrative interest. He has chosen a difficult path, and as he advances on it, he gains in distinction of style, insight into character, charm of speech, and smoothness of exposition. The first

act of "As a Man Thinks" is very near the high-water mark of exposition in the American drama, though the play as a whole is a little uncertain in drift. It is splendidly acted, however, and its success does our public credit. It is the most important native contribution of the winter.

## The Lighter Plays

OF THE lighter American pieces, Mr. Cohan's clever dramatizing of Mr. Chester's stories, "Get-Rich-Quick Wallingford," held the palm for popularity. It is a rapid-fire farce with much comic observation of American manners. "Baby Mine," a farce along more conventional lines, and of no particular consequence, therefore, from a national viewpoint, was very popular, and so was "Excuse Me," Rupert Hughes's stage depiction of life on a transcontinental sleeping-car. Blanche Bates appeared in a farce called "Nobody's Widow," by Avery Hopwood, which had some wit, but owed most of its success to the acting and Mr. Belasco's stage-management. Mrs. Fiske, our leading actress, also made a pleasant excursion into farce-comedy, producing a play called "Mrs. Bumpstead-Leigh"—more pleasant than important, but winning much success by the extraordinary brilliance and gusto and humor of the star's performance. Public patronage here was a tribute to fine acting.

But the season's story would not be told without mention of "The Piper," the poetic drama by Josephine Preston Peabody of Cambridge, Massachusetts, which won the Shakespeare Memo-



John Mason  
in "As a Man Thinks"



A scene from "Pomander Walk"



Edith Wynne Matthison  
as "The Piper"

rial Prize in England a year ago and was last winter put into the repertoire of the New Theater with conspicuous success, even though a woman (Miss Matthison) was wrongly assigned to the title part, a dominantly masculine rôle. Miss Peabody's drama of the Pied Piper succeeded because it was picturesque, fluent, and for the most part not lyric, but truly dramatic. She did not strive to write literature to be read, but a play to be acted.

As for the rest of the season at the New Theater, it is hardly necessary to speak, for that institution is to move to a smaller and more seemly auditorium, and criticism may well be reserved. It gave us "The Blue Bird," "The Piper," and Pinero's "The Thunderbolt" last winter, if nothing much more of deep interest. "The Thunderbolt," a powerful play almost perfectly acted, did not attract the crowds and was withdrawn. It should, of course, be a part of the mission of the New Theater to keep such dramas as this in the repertoire for occasional performances, thus gradually attracting a public to them. Perhaps, in its new home, it will make the attempt.

The season was most deficient, it must be confessed, in the matter of acting—large, compelling, brilliant acting, that is. We have no giants on our stage just now. Mansfield's mantle still lies where he dropped it. Holbrook Blinn in "The Boss," Mrs. Fiske in her revival of "Becky Sharp" and in "Mrs. Bumpstead-Leigh," Sothorn and Marlowe in "Twelfth

Night" and Miss Marlowe as Juliet, David Warfield in "The Return of Peter Grimm," and Miss Anglin in "Green Stockings" (neither play yet seen in New York), Miss Matthison as Hermione in the one revival of "The Winter's Tale" at the New Theater, and, last but not least, Miss Ethel Barrymore in "Alice-Sit-by-the-Fire" and "The Twelve-Pound Look," contributed about all the impersonations last winter which flared into that vivid life or carried that emotional poignancy and sense of technical brilliance necessary to lift the spectator out of himself.

#### Miss Barrymore's Achievement

IT IS pleasant to say again this year, as we said last, that Miss Barrymore is now in the ranks of the real artists. Her Alice in Barrie's delicious, whimsical, and touching play—a failure five years ago—is now the very incarnation alike of wistfulness for departed girlhood and tender acceptance of maturity. The art of it is seemingly artless, yet it is well planned and boldly executed. In Barrie's new and bitter satire on worldly success, "The Twelve-Pound Look," her acting as readily adapts itself to pointed irony. Her performance, in combination with those two wonderful plays, furnished, to the present writer at least, the most delightful entertainment of the season. It is to Miss Barrymore that we confidently look for some of our finest achievements in the future.

If Otis Skinner had been cast as Chantecler, of course, instead of poor little Miss Adams, who was totally unfitted for the heroic task of swinging that rôle, we might be able to add another to our brief list of stirring acting achievement. As it is, the production of "Chantecler" merits no discussion.

We close our brief survey of the season with the comforting reflection that various types of worthy drama have been represented on our stage, the predominant public attention being rightly given to new work by American authors, that poetry and fantasy have not failed of a hearing, that the classics have not been neglected, and that hasty and undigested adaptations of foreign work, once readily accepted by our public, have been scornfully rejected. Where the season has been disappointing is on the score of acting achievement. What our stage most needs is larger, better-trained players. You can not train a Juliet in the plays of G. M. Cohan, or Charles Klein, or even Augustus Thomas. That is why the new-school actors seem smaller than those of the old school. Our stage is not sunk in the mire; it is healthy and progressive. But further progress is needed, and will come by the cultivation of repertoires and, still more, by the discovery in modern life—and hence the representation in modern drama—of more ample passions, more exalted and beautiful speech, and a truer poetry. You can not create great acting without great parts.

# A CHORUS GIRL'S CLUB

By Charles Belmont Davis

ONE of the many difficulties encountered by the actress on the road, especially the actress who is working for a small salary, is to find a suitable place to stay during the limited time she remains in each town. Of course, this unhappy and often extremely embarrassing condition arises from the fact that while other people play she works, and vice versa. As a result, the actress has necessarily unusual requirements, especially in regard to the hours for her meals, and, therefore, from the point of view of the boarding-house keeper and the small hotel proprietor, she is not only a temporary but an unprofitable and troublesome guest. In most of the larger cities there are boarding-houses run solely for the use of theatrical



One of the club's single bedrooms

The Charlotte Cushman Club of Philadelphia Provides at a Small Cost a Temporary Residence With the Advantages of a Club-house



The club-house

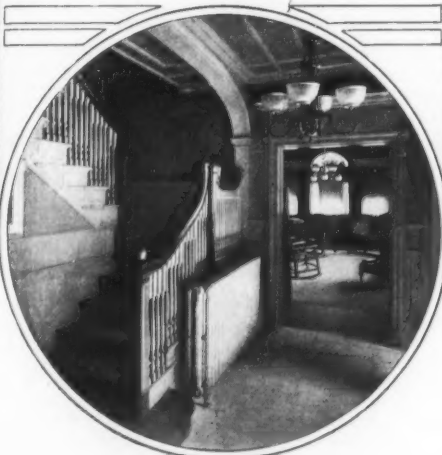


The main floor living-room



A large bedroom for two members

the country. But, although this was over three years ago, the Philadelphia club is still the only one of its kind, and, like most philanthropic experiments, it has had its own troubles. Comparative success, however, at last seems within reach—that is, the place is very nearly self-supporting. There is no question that the original idea was a good one. It was to establish a club-house for all women in the dramatic profession, which was to serve not only as a place for recreation and the usual club purposes, but as a residence for a limited number of members, and was to be run, not for profit, but merely to pay expenses. The first move was to furnish a large, pleasant house in a good residential neighborhood, and yet near the theater dis-



The entrance hall



The dining-room

folk, but there are not many of them, and in the smaller towns there is practically none at all.

To obviate, or at least to modify, this unhappy state of affairs, some of the good people of Philadelphia got together and founded the Charlotte Cushman Club for the comfort and protection of this particular class of actress. It was the original idea and the hope of the founders that their institution would shortly form one of a chain of club-houses which would stretch across

trict. A number of well-known actresses, among whom were Julia Marlowe, Mrs. Fiske, Viola Allen, Lillian Russell, and Adele Ritchie, fitted up a number of the bedrooms at their own expense, and other friends of the club furnished the remainder and named them in honor of Annie Russell, Mary Anderson, Jenny Lind, Fanny Davenport, and Mrs. John Drew. There are six single and four double bedrooms, a big dining-room, a drawing-room with a piano, and the usual literature

(Continued on page 20)



# THE UNDERSTUDY

by Virginia Tracy

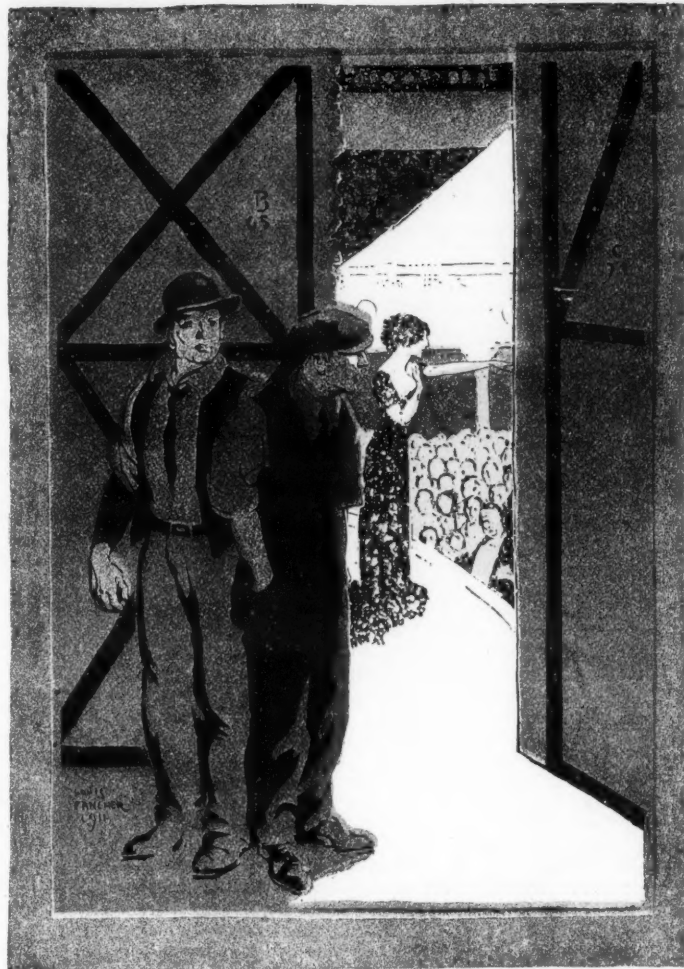


SOME phrase-maker has somewhere made the phrase "the eternal pipe-dreams of the human heart." Now, to gentle imaginations none of these wreathed visions is more welcome than that of the poor, the obscure, the incorruptible artist who wakes in the morning to find himself famous. And, in a rapid and impatient age, such imaginings tend to crystallize round that particular artist who doesn't have to wait even for the waking or the morning—the actor, or, more generally, the actress, who in a bow behind the footlights gathers the world into her arms. Only, for your true pipe-dream the merely big hit is not enough; it is the big *unexpected* hit, the instant contrast, that fascinates the fancy—the bitter herbs for dinner and the supper of roses and wine. And for this contrast, this curtain lifted between darkness and the light, the public, pursuing its dream, turns instinctively to the Understudy.

## Oh, for a Chance

NOT only the public! The girl just going on the stage; the provincial leading woman wearing out the last of her youth, unrecognized; the older actress who was once a favorite and who consents to understudy her star in the hope of one last victory; these, more than any sympathetic idler, lean upon that hope and listen to it. No understudy ever lived who didn't tingle to the tune of getting a chance to play the part. No understudy ever had friends so sophisticated in theatrical politics, so experienced in managerial reluctance, impeding conditions and the perversities of fate but still said: "Well, of course, if she could just get the chance—to show what she could do—" Let us see what there is in a hope so universal, what sort of show one stands in this so-longed-for chance. Once upon a time a young woman was engaged to understudy a star. Also she was to play one of half a dozen girls who spoke a few speeches each in a crowded scene. The position carried a salary that economy could just scramble through the week on, and she was a woman who had played leading business in melodramas and stock companies, but without ever having been able to get a New York opening; the star part was ideally suited to her—oh, here, if ever, were a girl and a part made for each other—if ever the management could see her in it—she was willing to do anything whatever for a chance to play the part! And the chance came! And, stranger still, with the chance came one of those hits which strike the bull's-eye of our dream! That was a night when the audience sat up, when stage hands muttered: "Gee, but she's got the other one skinned!" when members of the company, grouped staring in the wings or sharply stirred in playing scenes they had grown tired of, looked at each other with a wild surmise, and a new personality, since proved to be

one of the richest, one of the most valuable and significant of recent days, was revealed for a night upon some far-off Western stage. Well might she suppose that when she awoke she would find herself famous. But she had been trained in the school of hope deferred, and she said to herself: "I mustn't expect *too* much of the office. Still, I've made such a hit, they'll have to



Stage hands muttered: "Gee, but she's got the other one skinned"

give me something good to do, presently; they *can't* simply overlook it!" And they didn't. As soon as they could get some one to replace her, they discharged her. She had made herself too big to be looked at comfortably in the position where they had placed her, and so they got rid of her altogether. She was dropped out—in the middle of the season, after no chance of saving, marked with the stigma of a lost engagement. Somewhere, in some remote town, for the flight of an hour, an audience which did not know her from the star and some actors of no managerial importance had proclaimed her as a queen. But when in her search for work she had to face the skepticism of agencies and Broadway's ignorance, what proof had she of that brief reign? With what hand does one hold fast the snows of yesterday?

It will be said that this is not a typical case. It is not; it is bright and particular. In the typical case there is neither tragedy nor opportunity, challenge nor applause. Typically, nothing happens at all. What are the duties and rewards, then, of this passive type, and what does it do when it is doing nothing?

## The Old System

THE most general of all systems of understudy work is that in which the lesser members of the cast understudy the greater. Thus, a few years ago, would Laertes have understudied Hamlet, Horatio Laertes, and so on; now, more probably, Osric, Rosencrantz, and Guildenstern would divide all the male understudies, and the Player Queen be prepared with both Gertrude and Ophelia. But even this is an absurd system, producing a terrific juggle through a large part of the cast by the disablement of a single member; it holds its own partly through the habitual feeling that nothing is likely to happen, and partly through its cheapness, no extra money being paid for the extra work—which is never mentioned, either, in any contract, but remains an uncandid, unregulated obligation that sellers in an overstocked market dare not refuse. Some night, when the company has been out two or three weeks, as you are going home after the performance, the stage-manager

thrusts a part into your hands like a summons, and says: "Here's what you understudy." And you understudy it. That is all.

Of course, there are the ambitious people who go and ask to be allowed to understudy certain parts, and, perhaps, as a great favor, after considerable delay, the management allows them. These are the people who are still keen on the chance, or, at least, on the experience, and who believe that if when they rehearse with the stage-manager he finds them competent or gifted he will so report them to a receptive, a questing management, eager, for its own obvious benefit, to recognize the valuable.

## The Velvet Knickerbockers

SUCH a management was that of the late Augustin Daly, who kept always a thoroughly equipped, thoroughly drilled corps of understudies. Tradition says that these understudies rehearsed with scenery and costumes, lights and music, just as though they were worth while and amounted to something! Tradition backs up this wild idea of interested painstaking by a legend of a stage boy who had to be played by a real girl proudly wearing a pair of black velvet knickerbockers; so ardently and unsuccessfully was this part desired by the aspiring female heart that the black velvet knickerbockers were worn out before any lady could be found worthy to retain them!

But these energetic conditions have passed away. Since Daly, no man has standardized his understudies. Musical comedy, it is true, where opportunities are probable and there is a chorus to draw on, does give fairly frequent rehearsals and sometimes keeps several girls in training for the same part. Such rivalry may be good fun or it may be the bitterness of death, but it is still invigorating; one's own nerves quiver to think of the emergency when, from these various competitors, the stage-manager, just or partial, makes his choice.

How many of the rejected have been avenged by a tale of a time when the management itself chose, and chose an outside celebrity! There was once an extremely prosperous firm which employed practically a whole company of stars, and one of the most advertised of these failing, temporarily, to shine, nothing would do that firm but to substitute some eminent luminary from the legitimate stage. The partners were on friendly terms with a young comedian, who, though not, strictly speaking, a star, was a very conspicuous feature in the success of some highly popular farces, and on the mercy of this young man, then idle between engagements, they threw themselves. Would he, could he, get up in the part by the next night? He could, but it would be a terrific strain, and he would have to have a whole week's salary for the one performance. It would be beneath his dignity, and the dignity of the imperial management which regularly employed him, for him to accept less. Fortunately, he said, his salary was no more than that of the man he was replacing—to whom the partners were paying four hundred and fifty dollars. Now to pay for a night what they habitually paid for a week did not stagger this game firm (Hebraic, by the way, which may add a sidelong luster to the story); not only did they freely give it, but, aware of the strain suffered and







the pluck shown, of the hole they had been cordially pulled out of, they also presented the young man of their choice with a gold cigarette-case, engraved with his accomplishment and their gratitude. Later on they found that this young comedian's salary from his imperial management was a hundred and twenty-five dollars a week.

#### The Two Divisions

THE understudies of the legitimate stage fall, generally speaking, into the two big divisions of New York understudies and understudies for the road. And these lead very different lives. The girl—for the girl seems, somehow, more representative than the young man—who understudies for Broadway productions is frequently a person of some small standing whom a management—of all things on earth the most besought and therefore the most skeptical and restive—would like to keep gingerly in touch with if this can be done without in any way committing itself; in such an instance it will occasionally pay as high as fifty dollars a week; and when, as sometimes happens, it uses an actress already under contract for whom, temporarily, it has no other work, she may draw even her full salary.

In return, she frequently understudies half a dozen parts selected from different productions under the same management with some slight reference to her physique and age: the maid and the ingénue at such a theater, the ingénue and the comedy part at another, at another the lame boy who dies and consequently has to be played by a girl, and, at the fourth, even a juvenile.

She reports at these various theaters every night, and she is rehearsed once or twice a week. Under a management so highly organized as this, such a management, for instance, as Mr. Charles Frohman's, where practically all the gowns worn in every production are furnished, she will wear, in case of necessity, the dresses provided for her principal, or she may fall back upon the general stock wardrobe, which, with its experienced dressmaker, fits her up at short notice.

And she has always before her the thrilling thought that if she does play, it will be on Broadway, on, so to speak, the spot. Nobody knows what may happen if a member of the firm should possibly drift in, for a moment, to see you play part of an act! Nobody knows because nothing ever happens, except that the principal comes back to her part and the understudy goes back to understudying. Under what conditions does she play the part, when she does play it?

In the minds of all those who consider the performance of an understudy there is probably a picture of it taking place in an atmosphere of red fire; one conceives of a distracted management, a company, flaming with sympathy, enthusiastically volunteering a thousand nervous or practical supports, an understudy sailing on to the stage upon the high wind of comradeship, and, after the inevitable triumph, falling back into congratulating arms. And in the impossible old days, half-managed, slipshod, without real mantelpieces or electric lights, when actors were not asked to afternoon teas nor had their pictures taken in their dim, religious libraries for the fashion magazines, but were narrowly and absurdly impassioned about acting and about very little else, something like that was really what did happen. The company, one vibrant, integral, living thing with a single heart, drew itself together in defense of its world against that beloved tame tiger, the public, which never, oh never, must be let into any of its secrets, its weaknesses, the possibility that there might be a failure in its compelling eye! The new and weak member who by devoted performance enabled it thus to draw itself together was its stake, its pride, its darling, its Spartan at Thermopylae; those were the innocent and unseemly days when the star curled the understudy's hair and the first old woman cobbled up a brocade for her and the comedian buttoned her boots; you all went to supper afterward, dead-beat, treading Olympus; the actress who had replaced sent you a keepsake, a grateful management pressed your hand and thanked you through its tears.

In our well-regulated day no such scene of dis-

order can occur. The inexperienced understudy who now dreads the violent excitement of her appearance may take it for certain that only two people, the stage-manager and herself, will be excited in the least. For although it is true that the pleasant life, full of busy, idle, personal interests, which is led by an ordinary actor during a successful New York run is tryingly interrupted every evening by his having to go to a theater and give a performance, still, with the recent raising of his social status, he has learned to imitate the smiling wisdom of those who keep business for business hours, and he allows his own shop to interfere as little as possible with his real interests. He is no longer responsible for his team: he is only a part of a machine, run by managers, for managers, and if that machine stick for a moment it is nothing to him. There is, or there should be, an understudy who is, or who should have been, properly rehearsed, a conditional mood which is entirely up to the management, but not to him: though he is not at all unwilling, if the understudy has a day's notice, to give a rehearsal which the management almost never thinks it worth while to call. More probably between the acts, on a stage where the set is being changed, the understudy is expected to run over any cranky scene with the one or two people most concerned in it; sometimes these people come to the theater twenty minutes earlier than usual for the same purpose. The understudy, unless she has been playing a small part in the same piece, hasn't had make-up on her face nor lifted her voice before an audience for months; she comes into this dulling, lethargic, every-day atmosphere, among these perfectly kindly, perfectly indifferent people, who mildly hope the performance will go through nicely, but are not greatly concerned if it doesn't; she dresses in a cleared-out corner of somebody else's room in unfamiliar clothes generally not made for her, and she knows well that it behooves her to wait for Mr. —'s round and Miss So-and-So's laugh. Because exactly at the spot where you kill his points the indifference of the actor gives way. For his own little bit of the machinery he is still responsible to an all-powerful management and to the witness of the public, and thus his own little bit of the machinery has come to seem to him the one bit about which everything revolves and of which the perfect action must really not be interfered with.

#### Wardrobe Difficulties

OF THE understudy who is attached to a single company and goes on the road with it, nothing can be more representative than the experiences of a girl of nineteen who went, in the second year of a most distinguished production, to the Pacific Coast. Managements greatly dislike to carry an extra person solely for this work, especially if it has to pay him a salary; more and more frequently they are seeing the necessity of this hard fate, and one hears of a company which even provided a separate set of dresses for its understudy before it left New York—



an upheaving, a shattering precedent! More generally there is some member of the company who has a wife or a relative he is anxious to take with him and who gladly volunteers her to understudy for her fares. Such was the case of our young lady. In her company were four women's parts; a grande dame or society mother, an adventuress or heavy part, a comedy part, and a highly emotional juvenile, which was nominally the lead. She understudied all of these except the grande dame, who, it was agreed, could be cut out if necessary, though all arrangement about such cutting out was left till the necessity should arise. Each of her three parts wore four dresses; all the second act dresses were furnished by the management; the others consisted of a gown for afternoon tea, in summer at the country house of a millionaire, an evening gown, and an afternoon carriage dress at the height of the New York season for each part. How is a girl who gets nothing but her railway fares, who gets even the twenty-five dollars a week, which is the salary she generally draws when she draws a salary, to provide the humblest substitute frocks in such abun-



dance? Sometimes she is herself playing a small part in the piece and wears one or two dresses which will do; she owns a couple more that she has made over in readiness, and if she is very ambitious or conscientious she may get some stuff at a bargain and have a wholly new gown made by a seamstress. For the rest she trusts to luck; she thinks that the principal, whose place she takes, will lend her—must lend her—some of her things; she trusts that these things can be pinned, more or less, to fit her; but she dare not ask to try them on for fear of knowing beforehand that the principal will refuse to lend them; she would rather walk blindfolded into an emergency against which she has no means of providing; an emergency which may be left to say for itself: "Something must be done!"

#### The Indifferent Manager

BUT the girl in question was very lucky; no better-tempered creature ever lived than the leading woman, who said to her at the start: "Don't worry about getting anything for my part, my dear. I'm carrying a set of one-night-stand dresses that you can wear when anything happens to me."

And in Denver when they had been out about six weeks, without once having rehearsed the understudy, something did happen. The leading woman had been ailing for some days, but no one believes that an actress will ever really be ill, and it had not occurred to the stage-manager that any precautions need be taken. At three o'clock in the afternoon she sent word that she could not play that night. The stage-manager then rehearsed the understudy, he reading the rest of the parts aloud; in the midst of this clarifying and helpful business the leading man, happening in and seeing what was going on, ran over his first act scene with her. With that preparation she went on and played a part of sufficient importance for the original to have drawn a salary of two hundred and fifty dollars a week. The stage-manager and the business-manager informed the office in their reports that she was better in the part than the young woman then playing it. The author of the play, who happened to be in the audience at the time, came behind to thank and to congratulate her.

The pretty leading woman, as void of jealousy as a May morning, sent her a little piece of jewelry and a telegram of good wishes. The management alone remained as ever mute and indifferent, not giving her any money for her actual work, although it was paying her no salary, and not sending her any message of approval for being so well grounded in her lines that even the laxity of their stage-manager had not killed her performance.

The understudy, being a small, fair, undeveloped, immature, inexperienced girl, craved the heavy part of the adventuress and loathed and dreaded the comedy part. During the winter she had about three rehearsals of each of these; the stage-manager, far from being warned by the Denver emergency, had been so lulled by her readiness to meet it as to consider it rather unnecessary to rehearse her at all. To him she bore always, however, a certain gratitude because he did not deprive her of the one thing that makes an understudy's life worth living—the chance of seeing the performances at the other theaters; a schooling of ineffable, of incomparable value which no one playing regularly can get. Sometimes a stage-manager thinks his management gets more for its money, or its railway fares, by keeping its understudies till the end of the first act, or, again, with perfectly technical righteousness he detains them till the end of the second. But this particular young lady was free to go as soon as all the actresses she represented were safe in the theater.

One night in March, the opening night of the Philadelphia engagement, the actress who played the comedy part got to the theater before the stage-manager and thereby secured for herself the telegram which it would have been his duty to intercept. The telegram told the comedienne that her father was dead. She went out of the theater, weeping, past the reluctant entreaties and protests of the poor, kind stage-manager, who didn't blame her, but was at last a little alarmed to think of his understudy

(Continued on page 36)





"I lit my pipe and sat betwixt Ben Sinai's humps, and me and Molly Gilleray grinned"

# ON JAMAICA DOCK

by Arthur Colton

*The great moon hung high over the Lower Bay, and even the sodden black planks of the dock flooring were washed and glazed with its sheen. We sat by the door of the warehouse. Uncle Biddle's black clay pipe sent up a thin spiral and twine of smoke. Some one asked how long he had known the dock, and Uncle Biddle's talk fell into the wake of the moon.*

**W**ELL—the *Cyrus Adams* was my first ship that docked here. I remember her lying here forty-three year ago, about this time of night, and Dan O'Coolin and me was sitting in Reuter's saloon. That's the Emporium Café yonder, but it was Reuter's saloon then. We was having drinks, and Dan O'Coolin was having too many. His conversation was silly. I says: 'Your conversation wouldn't interest a Cameroon ape,' I says, 'that had lost all his fleas in a bath!' I says: 'I will go see Molly Gilleray this night, because your conversation is silly!'

"Then I heaved him up, and we come out on the dock, and the *Cyrus Adams* lay over there, with her spars against the sky, forty-three year ago. Her sprit hung just over the painted piles yonder and her gangway was slanting to the dock. I remember it same as yesterday. You could hear the monkeys whimpering on deck, and County Clare chomping fodder. The rest of 'em was asleep. The moon was right there over Staten Island. I says: 'I will go see Molly Gilleray this night.'

"**W**HO'S Molly Gilleray, I dunno,' he says. 'Will you lave a friend,' he says, 'when his heart is warm with home and his feet after disastar?' he says. 'I'm takin' offense at you, Biddy,' he says with dignity and holding himself to a post; 'I'll go play with the triplets.'

"You let them innocents alone! I says. 'You go fall in your bunk! Them triplets wants conversation with sense in it!' I says. 'You're drunk, Dan O'Coolin, and I'm going to Molly Gilleray!' Then I left him. It was half-past ten by the clock in Reuter's, and a matter of four miles to Molly Gilleray's.

"The *Cyrus Adams* was a clipper of four masts and traded to the Gold Coast. Maybe she was a slaver when she was young and rampageous, but in my time she'd go down with her hold full of glass beads and clay pipes and tobacco and perfumery and calico cloth and soap and iron pots and tin pans and tallow candles and wax dolls, and go all the way from Senegal to the Cameroons, which was a coast of surf and fever and heathens. Ports of call was Gabun, Old Calabar, Nanakroo, Assinie, Half Assinie, Abonema, Eloby, Grand Popo, Anamaboe, Mayumba, Attoaboe, Lagos inside the bar, Longji, Prampram, Quissanga, Swakopmund, Bibundi, Sulymah, Whydah, Half Jack, Mussuco, Dakar, Bolama, Manoka, Mossamedes, Wari, Junk River, and Banana. And she'd come back to New York with ivory, palm

kernels, rubber gum, passava, ebony, banwood, ginger, ground nuts, and them tropical products, to say nothing of the animals for deck passengers, and me and Dan O'Coolin in charge of 'em. I don't remember all she had on deck that night. They was consigned to P. T. Barnum, except a hippopotamus that was aimed for a zoological garden. There was monkeys and a bunch of snakes and ostriches and a hippo and a camuel, all in their cages except the triplets.

"I sauntered off thinking of Molly Gilleray, and whether old James Gilleray would be asleep or not, and whether I oughtn't to have seen Dan O'Coolin by his bunk, he being all awash with his liquor, or maybe he'd get to playing with the snakes, thinking they was triplets.

"**T**HE camuel's name was Ben Sinai on account of his humps. He was an old pack camuel that the captain bought at Cape Verde. The hippo was named County Clare by Dan O'Coolin, on account of the breadth of her back and the crease along it, reminding him of Glen Logan and himself when he was a boy laying by the brook in Glen Logan in the old county. Clara's chomping fodder made him think of the gurgle of the brook. He could go to sleep on her back listening to the musical chomping of fodder. He was a round little man with a black mustache and a rolling black eye, and he gave the name of Glen Logan to the crease in County Clare's back. The other triplet was only an ostrich named Fernando Po, that was rode into the station at Bibundi by a nigger squatting on the neck of the bird. I never knew another mild-minded ostrich but Fernando Po. He used to be rode around the circus ring later by a clown with purple polka-dots on his clothes. Most ostriches—well—you set an ostrich and a mule kicking each other, and then there ain't any mule, because a mule can't kick beyond his gifts, but an ostrich that's inspired kicks like a steamboat's busted piston rod with claws on the end. F. Po hadn't no real faults except he was curious. If he took an interest he took an interest, whether it was any of his business or not. And yet he was always cheerful about it. So was County Clare and Dan O'Coolin cheerful. But Ben Sinai he wasn't over and above cheerful. Them triplets had a disposition which dwelt together in harmony on the after-deck, tied up next the gangway so they couldn't follow me and Dan O'Coolin about ship. Ben Sinai was a friend of mine.

"**W**ELL—Jamaica Street yonder was Jamaica Road then. Beyond the warehouses there weren't any houses or folks except the cemetery, and beyond the cemetery you walked into the smell of the salt marshes. There I was sauntering away in the light of the moon, glad to be off sea, and thinking soft things of Molly Gilleray and hard things of James Gilleray, who was the father to her, because it was the iniquitous nature he had to dislike a man in the Gold Coast trade, whereby me

and Molly Gilleray used to sit out rejoiceful on the back fence to the small hours while old James was sleeping moroseful inside. He was a wizened little man with bow-legs.

"I was thinking of the back fence, and it was maybe a mile beyond the cemetery, on a lone road. The field grass was all silver in the moon and my sentiments was working fine, when I heard a noise, and turned about. Snick my buttons! There was Ben Sinai coming on like a clipper in a breeze, with his head swinging high and his upper lip like a weeping willow, and Fernando the bird close by, and far behind was Countess Clara Hip-hip, waddling hard to keep up, and Dan O'Coolin sitting on her and swearing at the camuel for breaking the heart of County Clare with the pace he was setting.

"Go back, you fat idjit! I says, feeling disgusted. "'Twas me own notion! he says, joyful. 'Who's Molly Gilleray, I dunno—hic—but I'll find out,' he says. 'And would I lave the triplets widout their natural gardeens? But,' he says, 'that Allah-begoshed camuel—hic—that got the scent of your wake from the front of Reuter's and lit afther to the sorrow—hic—anyhow,' he says, 'here we are. Where's Molly Gilleray?'

"**B**EN SINAI hung his head on my shoulder sort of sad and ashamed, and F. Po went packing about for a boulder to comfort his stomach. Then I see it was maybe not a bad idea, and more or less of a consolation not to walk the rest of the miles.

"Bisimillah! I says; 'it's a sumptuous equipage! It'll stay in the road while I sit on the back fence with Molly Gilleray.'

"So I led Ben Sinai to a fence to climb up the cañon betwixt his humps, and we went on, F. Po wandering vagrant where and yon, alongside the ditches, and pulling nails out of the fences to distract his outrageous digestion. By and by we come to the house of James Gilleray, which stood back with a white picket fence in front. Old James was well-to-do. He bred prize pigs and chickens. Poland China pigs was his breed, and his best hens was Barred Plymouth Rocks. I left the equipage down the road and went in.

"Oh, Molly! I says, a-heaving pebbles in at her open window upstairs. Then I cocked my ear for disturbance of James Gilleray—might he sleep till the trump of doom!—'Oh, Molly! I says, and she put her head out, all towseled with sleep.

"Ye little divel! she says. 'Are you come back? I was hoping you wouldn't.'

"You were not."

"And that's thrue too," she says. 'How's Africa?'

"Feeling bad since I left it," says I.

"Did you bring me a monkey?" says she.

"I come myself," says I.

"It's the same thing," says she.

"Come look at the moon," says I.

"Sure I will when I get me clothes on," says she. 'Holy Mother! What's that!' says she. Well she

might. It was the equipage coming into the yard. Dan O'Coolin had promised to keep the triplets down the road, but he was being pulled along by the tail of the female hippopotamus and couldn't stop her.

"Way down in County Clary  
Lived Timothy McNary,"

says he, singing pleasant and hanging onto her tail. Ben Sinai led the oncome, out of his affection for my company, and Fernando Po come sidling along amiable in betwixt.

"Oon!" says Molly Gilleray, "I know! Ye bad boy! Ye've come to run away with me."

"That's what I have!" says I, courageous.

"You can call me a kangaroo or a cuspidor if I'd thought of it to that minute."

"Ain't it a sumptuous equipage?" says I.

"I'll be down in a minute," says she with a giggle. "Do I ride on the bird?"

"You do," says I. Then I says to myself: "Well—anyhow," I says, "where's James Gilleray in all the noise?"

IT WAS a fine balmy night. Some windows of the house were open, and the yard was bright with the moonlight so you could see the chickens aroost in the dark of their sheds. And you could hear the pigs grunt in their pens down east of the orchard. Ben Sinai was eating grass on the west of the house and Fernando making out a late supper of gravel on the east by the chicken yards. County Clare was snuffing at the front door sort of languid. Now and then she yawned, seemingly for the dullness of life. Mud and water is the passion of a hippopotamus. The suck of mud was County Clare's need that time, same as mine was Molly Gilleray and the back fence, or a jaunt with her on a camuel and an ostrich in the light of the moon. Different folks have different wants. I says to Dan O'Coolin he'd better find a muck hole for Clara or she'd fade away with enowee and boredom.

"Look at her yawning against James Gilleray's front door!"

"We was sitting on the tongue of an ox-cart that stood in the yard, and was looking at the windows and waiting."

"ENOWEE!" says Dan O'Coolin. "It ain't enowee! It's the only way she has of expressin' the blaze of her feelings. She's a blast furnace," he says, "but whin her mouth is shut, she's all inside. Tha's right. For look at the superfyce of her! 'Tis a dumb black nothing at all like the sheet iron of the furnace. But open her mouth! 'Tis openin' the furnace door. Sure it's when her heart's a tempestuous oce-an that she splits back like the shovel bucket on a shteam dredge and makes a fire-red pit of herself, wid the white fangs standin' like ghosts around hell gates."

"Your conversation ain't so silly as it was," I says. "It's better. Maybe there's something in that. Maybe I'll introduce you to Molly Gilleray if you sober some more. But," I says, "you can snick my buttons if I see what for should Clara make a pit of herself against old James's exterior portal."

"For wather!" he says. "Sure, you're right there. She do need a muck hole. There!" he says, "she's at it again!"

"Then, sudden the front door opened. It was James Gilleray himself in his nightshirt, with his bare legs, thin and crooked as wandering vines, and his white hair spread bushy in the moonlight, enough to terrify a hippopotamus, let alone me that remembered well how he'd come through the orchard at me and Molly on the back fence, with a hammer or chunk of wood in his hand, and his mouth a roar of mixed language. I used to light out across lots for the refuge and sanctuary of South Brooklyn, and hear behind me Molly Gilleray filling the firmament with melodious gaiety. Those were my recollections and expectations of James Gilleray's behavior. There he stood, and County Clare's snout was laid

over the crease of her back, and the depths of her was yawned open with her yearning, and how was James Gilleray to know what she was yearning for?

"Howly heaven!" says he, and slammed the door. "'Twas a perilous escape for him," says Dan O'Coolin calmly. "One step and he'd have fallen down the fire pit of hell gates."

"Get Fernando quick!" I says, and jumped up. "I'll fetch the camuel."

I WAS thinking, when Molly Gilleray came out we'd better be off by express, or not at all, and I ran for the west of the house. There by the rear corner was Ben Sinai eating cauliflower and cabbage, and he appeared to think well of America.

"Hud up!" says I, banging him in the ribs, for I was shocked to see James Gilleray's kitchen garden disappear like morning dew down to the six stomachs of a Mohammedan camuel. And what should I see beyond Ben Sinai? It was James Gilleray again, coming, head down, a-tilt from the back door, with a hammer and a chunk of wood in either hand, and bump! he comes, bim! against the other side and the hairy shoulder of the camuel that, naturally, serpented his neck to see what was doing; and James Gilleray looks up, and he sees over him, hung loose in the atmosphere, as unlikely a face as ever came out of Africa, pendulous and forlorn, and waving to and fro like a camuel does when his mind ain't made up and he thinks it ought to be.

"Howly heaven!" says he, and the tails of his nightshirt fluttered where he fled. Then, beyond the east corner of the house, was Dan O'Coolin, crying:



"The depths of her was open with her yearning, and how was James Gilleray to know what she was yearning for?"

"Shtop that bird!" and round the corner came Fernando Po, stepping lively away from unwelcome ministrations.

"Howly heaven!" says James Gilleray, and comes about like he'd jibed his mainsail in a gale, and jumps through the back door, and locks it behind him.

"There was an orchard beyond the kitchen garden, and through the orchard I could see the fence where me and Molly Gilleray ought to have been sitting that minute, instead of spoiling the night with tempestuous accidents, if it hadn't been for them intoxicated inventions of Dan O'Coolin. I was mad."

"BY THE souls of me ancestors!" says Dan O'Coolin, it's a stirrin' life we lead."

"Blim, blam!" says I, swearing ferocious. "I wished your ancestors was all died the day they was born," I says, "in the pig pen they was born in. Blim, blam!" I says. "James Gilleray'll be a cyclone after me now!" I says, leading Ben Sinai, with Fernando

following, toward the front of the house. "And whenever I sit on the fence with Molly Gilleray, won't he fill my back full of buckshot? Which," I says, "evenchully it undermines a man's health," and I come round the corner of the house, and there was Molly Gilleray on the flat stone lintel in the silver of the moon with her best hat on.

"Do I ride on the bird?" she says pleasantly.

"Sure," I says. "He's a trained bird from Africa."

"Bring him quick!" she says. "Daddy dear's feeling fine. We'll have to run."

"In a minute that there miscellaneous elopement to whither-God-knows was going out the gate, Fernando Po adrift in front, with a sidelong step on account of his interest in the artificial cherries on Molly Gilleray's hat and her shrinking and shoeing him with her handkerchief. I was last, for I got delayed. I was climbing the peaks of Ben Sinai when I heard the roar of James Gilleray."

HE WAS leaning out of an upstairs window and pouring mixed language into the midnight like he was a runaway graphophone. I pulled up Ben Sinai at the gate. I says: "James Gilleray!" and he stopped there, warned by them ominous tones. "James Gilleray," I says, "go back to bed. You're having a bad dream. You're walking in your sleep. It's a nightmare. It ain't so. Molly's in bed and I'm in Africa. There ain't no such animals. Eat light," I says, "and shun these here visions of the night." And I left him with them solemn words.

"Then we was on the road again, me and Molly Gilleray in front on the camuel and the bird. She did seem to ride easy, sideways, and she'd pinned her hat out of reach onto his tail plumes with a hatpin, and the bird paced along calm as a full moon. Dan O'Coolin come behind, lying lengthwise in Glen Logan, and looking up at the stars, and he was silent and peaceful as if he was used to elopements with that kind of fixings and embroidery. I lit my pipe and sat betwixt Ben Sinai's humps, and me and Molly Gilleray grinned.

"Maybe you know where you're going?" I says.

"Sure, I know!" she says.

"Then there ain't any need for me to know," I says. "I ain't going to clutter my head with useless knowledge."

"Where did you get the nice beasts?" she says.

"WELL," I says, "to be candid and not conceal nothing, they belongs to the Sultan of Senegambia," I says. "I wouldn't deceive you if I could. They're his regular outfit for traveling. He rides the camuel and the Sultaness rides the bird. Don't ask me how I come by 'em. I wouldn't deceive you, but it's painful to recollect when a man knows he's done wrong."

"Sure, no!" she says. "I won't ask that. But what do they do with the great pig?"

"He carries the baggage for 'em," I says.

"That's why he's built like a freight train."

"Is that so?" she says. "Holy mother!" she says. "What makes him open his mouth?"

"Taking nourishment," I says. "It's this way. He lives on insects and germs, same as a whale does on small fry, or same as a fly-catcher. But germs don't float so thick here as they do in Africa, so he has to open up pretty steady to keep fed."

"You don't mean that!" she says. "Well, then, we'll just turn in here at this gate, and make some more unlikely statements."

"Who to?" says I.

"To the priest," says she.

"Where's this?" says I.

"Father Farrell's," says she. "Do ye think I'd elope with an African Sultan without me being Sultaness? Come off and behave yourself," says she, slipping down from Fernando Po and opening the gate.

"Help! Help!" says Dan O'Coolin behind us. I was lost in admiration of Molly Gilleray's good sense, and I climbed off the humps of the camuel.





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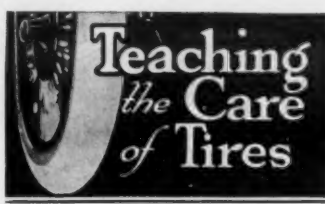
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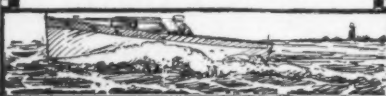
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"Hump, hump!" says County Clare, and she went by us like a runaway engine, all choochoos and black boiler, and crack, crash, went the gateway.

"Ooooh!" says Molly Gilleray, and jumps aside. Such was the speed and raptures as I never see the like in that hippopotamus before. There was a splash, and I says: 'She smelt the duck-pond.'

**T**HEN, remembering the duck-pond made me remember Father Farrell. That was his place with the stone wall in front, and the six-sided house like a squat tower, and the duck-pond below. He kept ducks. Something about ducks suited him. He was a monstrous big man, running over three hundred weight. Soon as I heard the splash, I remembered me and Father Farrell standing by the duck-pond in years gone and trading information on the subject of ducks. I see it in a moment, thinking in the same flash of Molly Gilleray's good sense wanting to be a Sultaness; and I see Dan O'Coolin where he sat in the road where Clara spilled him when she took raptures; and down the road beyond Dan O'Coolin I see a white something that contemplation and inference showed me was James Gilleray in his nightshirt in pursuit; not in headlong pursuit, because at the moment he wasn't coming on at all, but standing still with something in his hand, which contemplation and inference judged wasn't a hammer or chunk of wood, but his trousers; from which contemplation and inference judged his state of mind was hasty to the verge of indecency, and yet with an anchor to windward, as it were. All these things I see and remembered while I was climbing off the humps of Ben Sinai. I says:

"He won't do it without a license."  
"Holy mother!" says she, 'what's the matter with that pig! License! It's in my pocket. I've had it these six months. Oh, Biddy,' she says, 'you and daddy dear are a botheration between you to drive a girl mad.'

"Bismillah!" says I. 'Sultaness-elect!' says I, smothered with admiration. 'There'll be brains in this family. Let's be at it. James Gilleray is coming with his trousers in his hand.'

**T**HEN we went through the gate and the camel and the bird followed us. After them came Dan O'Coolin, talking strong language to himself for the wrongs he'd suffered.

"Lind me a bayonet!" he says, ferocious. "Or a lightning rod! The dom fat aere!" he says, and he ran by us down to the little duck-pond. That was only three feet deep and County Clare but half under, but she flooded the duck-house at the edge, and the ducks quacked wonderful, and herself bulged up, shining in the moonlight, and Dan O'Coolin and the ducks was having a riot round the edges and throwing rocks at the bulge.

"Oh, Father Farrell!" says me and Molly Gilleray.

"I heaved a stick into the open window over the front door. Pretty soon he stuck his monstrous bald head through the window.

"Will ye come down and marry us?" says she.

"I will not," says he.

"It's Molly," says she.

"It's not," says he. 'What's the matter with her if she is?'

"I forbid it," yells James Gilleray, standing on the stone wall, and shy of the menagerie, and waving his trousers. 'I forbid it!'

"Oh, ye do, do you?" says Father Farrell, pretty snappish. 'Who's got in me duck-pond? Wait till I come down.'

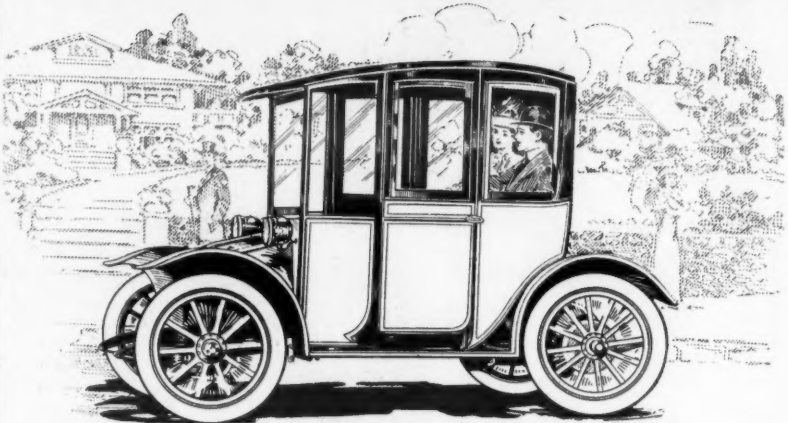
**B**Y this time Fernando Po was interested in James Gilleray on the stone wall. Ostriches is curious. James Gilleray wore a nightshirt and a pair of boots and waved his trousers for forbid me and Molly Gilleray from getting married, and you could see a lozenge of moonlit landscape betwixt the bow of his legs. But he seen Fernando coming, and got down from the wall and backed off to the other side of the road. Then Father Farrell opened the door, and come out in a black cassock and slippers, looking like he'd heft even on the scale with County Clare, and he says:

"I know you, Misther Biddle. It's not much good I know, savin' a small knowledge ye have of the habits of ducks. What business have you philanderin' after Molly Gilleray wid a menagerie, ye young vagabond scum off the sea? She's a good girl."

"I forbid it!" says James Gilleray beyond the road and quavering in his voice on account of Fernando's showing dispositions to step over the wall.

"Put on your trousers and shame to

## This car gives you a new set of reasons for owning an electric



A car of French design of the very latest fashion. Guaranteed for life. Design protected by letters patent.

### HUPP-YEATS \$1750 ELECTRIC

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New Reason No. 3 is the elimination of some 400

pounds of weight—with all that that means in power-saving and the consequent cost of keeping the car.

New Reason No. 4 is the direct transmission of power from motor to axle—axle and motor being practically a single unit. This feature alone intensifies immensely the desirability of the electric, because it eliminates the loss of power due to the use of the ordinary chain drive.

New Reason No. 5 is the 50% reduction of wind resistance due to the sloping hood and curved roof—another element in the economy of current and cost of upkeep.

New Reason No. 6 is the entirely original factor of safety presented by the low-hung body—a feature which reduces the danger of skidding 75% and makes it impossible for the Hupp-Yeats to overturn.

So, when you come to decide now, whether you can or cannot afford an electric, the Hupp-Yeats makes claims upon your consideration which forbid you to judge it by any other car.

If you inquire into these unique Hupp-Yeats features, you'll say "Yes."

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The Hupp-Yeats is driven by a Westinghouse motor. It is capable of a speed of 17 to 30 miles per hour and a mileage range of 75 to 90 miles per charge of the Exide Hycap batteries. The Westinghouse controller provides five speeds forward and two reverse. The tires are Goodyear long distance No-Rim-Cut.

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You can exchange an empty Prest-O-Lite Tank for a full one, *anywhere and always.*

You may not be able to "pass" a counterfeit, so don't accept it. You're entitled to the genuine. Get it!

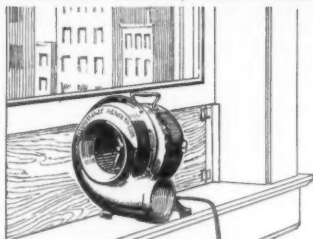
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Not like the electric fan which simply stirs up the dead inside air.

Not like open windows which only ventilate when the wind is blowing right.

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Or it pumps out the bad inside air and odors.

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gives wonderful results in places hard to ventilate and keep cool: Stores, small audience halls, lodge rooms, reception rooms, sick-rooms, offices, telephone booths, restaurants.

For exhausting odors and bad air from bank vaults, toilet rooms, kitchens, laboratories, etc.

Price \$35 upwards according to size. Runs from any electric light socket.

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Branches and agents in over 200 cities.

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and JOURNALISM taught by mail; MSS. revised and sold on commission. Send for free booklet, "Writing for Profit"; tells how; gives proof. The National Press Association, 34 The Baitwin, Indianapolis

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ye, James!" says Father Farrell. "And you go home, Molly, and come see me tomorrow."

"Then Molly Gilleray plumped down on the doorstep and began to cry.

"Ooon!" she says. "Oh, deary, deary! I have such trouble with me men folks. How'll I know if I'll get him in the mood again. He'll be off to Africa. He's me own boy!"

"H'm," says Father Farrell, scratching his chin and looking at the camuel that was rubbing his nose on my shoulder. "Is it a camuel ye have there? It's a beast of the Holy Book. I don't know that wan with the two legs. But I'm thinking ye wouldn't have a camuel for a friend if ye had a bad heart, Misther Biddle?"

"Nor Molly Gilleray for a sweetheart," I says.

"A bad heart maybe not, but a fool head, I'm thinking," he says, "to torment old James till the sight of you makes him think of a hawk among his Plymouth Rocks."

"Well," I says, "if you're stumped about this, I'll just take a hand in it myself," and I made for the stone wall. I says: "Come over here, James Gilleray!"

"I will not," he says. "Drive off the baste!"

"Beast!" I says, rubbing Fernando on the breast bone. "It's an African chicken, you fractatious old galoot."

"Chicken!" says he, hitchin' up his galuses. "Ye don't mean that!"

"WELL," I says, sitting up on the stone wall, "I ain't saying he'd cross with a Plymouth Rock, or a White Leghorn, and I ain't saying he wouldn't, but I know a fair setting of eggs of that breed is worth sixty or eighty dollars."

"Ye don't mean that!" he says, and he come through the gate, and he shied around circular and inspective. "Sure, now, but it might be."

"It ain't size that makes chickens," I says, and got him by the arm. "Nor pigs. It's the breed, as you know, being a fancier. There ain't a better fancier on Long Island, nor a man that knows what a chicken is the way you do, nor pigs. But, I tell you, them big chicks is a grand proposition. As for African pigs, there's fifty per cent on importing 'em! Yes, sir. That sow I brought down to show you—maybe you didn't notice when you opened the front door—she wasn't looking her best—I don't say she'd cross with your Poland China boar," I says, sidling him across the yard, "but she weighs three ton where she lies in Father Farrell's duck-pond. African pigs," I says, "likes mud for a wallow. It's in the breed."

"Pig!" he says. "Ye don't mean that!" He appeared to be dazed. "The bird do savor like a Duck-Wing game cock," he says, looking back. "Ye ain't got the pedigree maybe? Oi, I might take a look at that sow."

"Then he see Ben Sinai eating grass in the moonlight, and he stiffens, and by this time we was come to Father Farrell's door. 'Get off av me!' he says. 'Will ye tell me you's a cow!'"

"He, he!" says Molly Gilleray. "Ho, ho!" says Father Farrell. "Ho, ho, ho! Misther Biddle," he says. "Sure he knows you're a liar, and if ye tell him you's a cow, he'll go near to doubt your veracity," he says. "Go fetch your friend off me duck-pond, and come in, James Gilleray. Molly's a good girl, and she's right about it. Ye'll make no more trouble here," he says, "or, by heavens! I'll give ye a penitential with me slipper."

"Then I was married to Molly Gilleray in Father Farrell's parlor, and she and me went back down the road to the house of James Gilleray."

UNCLE BIDDLE'S voice ceased and he hunted for a match. Some one asked:

"What became of the animals?" "Well," he said, "I do' know. Dan O'Coolin must have shooed 'em back to the ship that night. Him and James was having an argument when we left, and the priest was telling him to take his pig out of the duck-pond. They was making the night uproarious. Seems to me Fernando and Ben Sinai followed us down the road to James Gilleray's, but I do' know as I remember."

Uncle Biddle's pipe was going once more. He looked over the black dock to the silver path on the bay.

"A man don't notice camuels, nor ostriches, nor hippopotamuses in duck-ponds, when he's married to Molly Gilleray in the moonlight, nor friends in liquor, nor fathers-in-law in nightshirts, nor priests offering to give either of 'em a penitential wita his slipper. Well—maybe he gave 'em a penitential. I do' know."



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car in the United States or Europe who doesn't know that if any part of his car proves defective, *the factory will make it good* without charge or hot-air argument.

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Yes—trial balances, statements, inventories—anything connected with keeping books. *We mean that.* There will be no charge—no obligation—positively no inconvenience.

### Burroughs Bookkeeping Machine

A GREAT opportunity is before you—one not to be slighted. If the Burroughs can be profitably used in your office, your store, your factory, your department—surely you want to know it. That is why we want to show the Burroughs in action on your books. Then you watch:—

See whether or not the Burroughs can do your entire work better and faster than your most experienced clerk. See whether or not it will save you hundreds of dollars annually in expenses—as it is doing for 120,000 other Burroughs users. See whether or not every detail of your figure work can be done *right first time*, with a Burroughs.

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\$175 to \$850 (easy payments). Uninterrupted service.



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Two machines in one. The only machine which carries two totals, each to the full capacity. Adds debits and credits in the same column at the same time.



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By C. L. Dotson, Publisher  
Sioux Falls "Daily Press"

**W**HAT is news?" is the great big "IT" in the editorial management of any newspaper. Answering the question "What is news?" will satisfy no publisher if the answer is selected from any dictionary, standard or otherwise. The inexperienced publisher is not in a position to answer that question. The man who is a close reader of newspapers is not in a position to answer the question. No answer can be found that can stand permanently as a satisfactory definition in any newspaper office. It is continually a new question. In the event of the occurrence of some great disaster the announcement is news. Particulars of that disaster is news, but there must be some limitations upon the particulars. It can be overdone. Who is going to draw the line? The answer is: each publisher for himself. While the space matter devoted to the narration of these details may be and, as a matter of fact, is news, some publishers eliminate portions of it because it may be horrifying beyond his good judgment to publish, or because in his judgment such details appeal to and cultivate the baser senses of humanity. What is said of this particular matter can be said of hundreds and thousands of others which newspapers have to chronicle.

According to my judgment I would answer the question that news is the publishing of any happening that will attract the attention of a liberal portion of readers and that will be pleasing to them. When I say pleasing, I mean that which will earn their praise for the paper for giving them the news. News is supplying the readers with the knowledge of occurrences limited to those things which strengthen the standing of the paper among its patrons, which strengthen the paper as an advertising medium, and strengthen it as a journal pretending to publish the news.

By C. P. J. Mooney, Managing Editor  
Memphis, Tenn., "Commercial Appeal"

NEWS is what most people in a community think it is. News in New York may not be news in Memphis or in Chicago.

I have before me a weekly paper printed in a county in Kentucky where I was reared. One page is filled with correspondence from villages. It is intensely interesting to me with its stories of deaths, weddings, stock sales, and social gatherings of my boyhood neighbors. This page is of more absorbing interest to me than the first pages of the New York or Memphis newspapers of the same date.

The value of news is governed by the location and conditions of people.

In New York I found the greatest circulation seems to come from printing the doings of so-called society leaders for the perusal of shop girls, chamber-maids, and office clerks. Mrs. Millionairebilt spraining her ankle while stepping from an automobile in front of Sherry's commands attention in New York, along with a failure in Wall Street, and the arrest of a chorus girl for stealing a Pittsburg iron man's diamond while dining at Rector's.

New York is not entirely degenerate in news appreciation. In spite of all efforts of yellow writers and a sob squad of women writers and artists daily attending the trial of Nan Patterson, that story did not make circulation and did not grip New Yorkers.

The Thaw story, because the murdered man was an artist, and because the woman in the case had been a bird of passage in the Tenderloin, and because the murderer was a type of the idle son of a self-made man, who became rich before he became refined, was of absorbing interest everywhere.

In New York news importance seems to be measured by the double standard of sex and dollars. The story of a dead New

Yorker is not well told unless it contains the facts of his domestic troubles, the number of wives he had living and dead, and the amount of money he had.

The news value of the death of a citizen of Charleston, South Carolina, is governed by his descent from a Huguenot, and his membership in the Cecilia Society.

In Memphis the news is not well chronicled unless the dead man's war record is given to the public. South of the Line it is news to tell of the good things that men do after they die, and it is not seemly to dwell on their shortcomings.

By Philip Eastman, Managing Editor  
Topeka "Capital"

**T**HE timely report of any event in which there is general interest in the community in which the newspaper circulates is news. The building of a \$3,000 home in New York is worth nothing to a New York newspaper, but the taking out of a permit to erect a \$3,000 cottage in Topeka is worth a line in the local papers. The building of a \$300,000 flat in New York is worth a line in the New York papers, but the announcement that a \$300,000 apartment is to be built in Topeka is worth front-page position with a thirty-two-point head. If Grandpa Summers is going to build a chicken coop at his home in Cedar Point, that is news—in Cedar Point.

One of the most interesting experiments in newspaper history was the Sheldon edition of the Topeka "Daily Capital." Dr. Charles M. Sheldon, author of "In His Steps," conducted that paper during the week of March 13, 1900, to give an example of his ideas of how a newspaper should be edited to do the greatest amount of good to humanity. That the Sheldon edition had a circulation of some 500,000 proved the interest in the experiment.

In his editorial announcement of his policy Dr. Sheldon said: "The word news will be defined as anything in the way of daily events that the public ought to know for its development and power in a life of righteousness." Explaining the position of news and his idea of "playing up" different items, he said: "The first page will contain what seems to the editor to be the most vital issues that affect humanity as a whole." Following this policy he displayed on page one during the week: "Starving in India," "The Cruelty of War," "Prison Reform," "Funds for India," "Societies Organized to Kill Religious Beliefs," "Standard Oil Dividends, \$20,000,000." While page one that week was not such a front page as a newspaper man would make up, who can say that the subjects noted, although they were not despatches under date lines but rather essays on the subjects, were not news?

The last issue of the week, Saturday evening in place of the regular Sunday morning paper, under a general heading on page one "The Bible—The Basis of Our Christian Civilization," was published "The Sermon on the Mount from the Revised Edition," "Usury—What the Bible Has to Say on this Subject," "The Sabbath—Laws of the Old and New Testament on Its Observance." From Dr. Sheldon's standpoint these were well placed, and if not strictly news in this age, there was a time when they were, and it is safe to say that it was news to a good many who saw the paper.

By Joseph Garretson  
Cincinnati "Times-Star"

SOME one with a fancy for epigrams wrote: "News is history in the making."

Why there should be any difference of opinion as to the correct interpretation of the word news, particularly of the journalistic interpretation, is not clear. We must take news in its collective sense, as

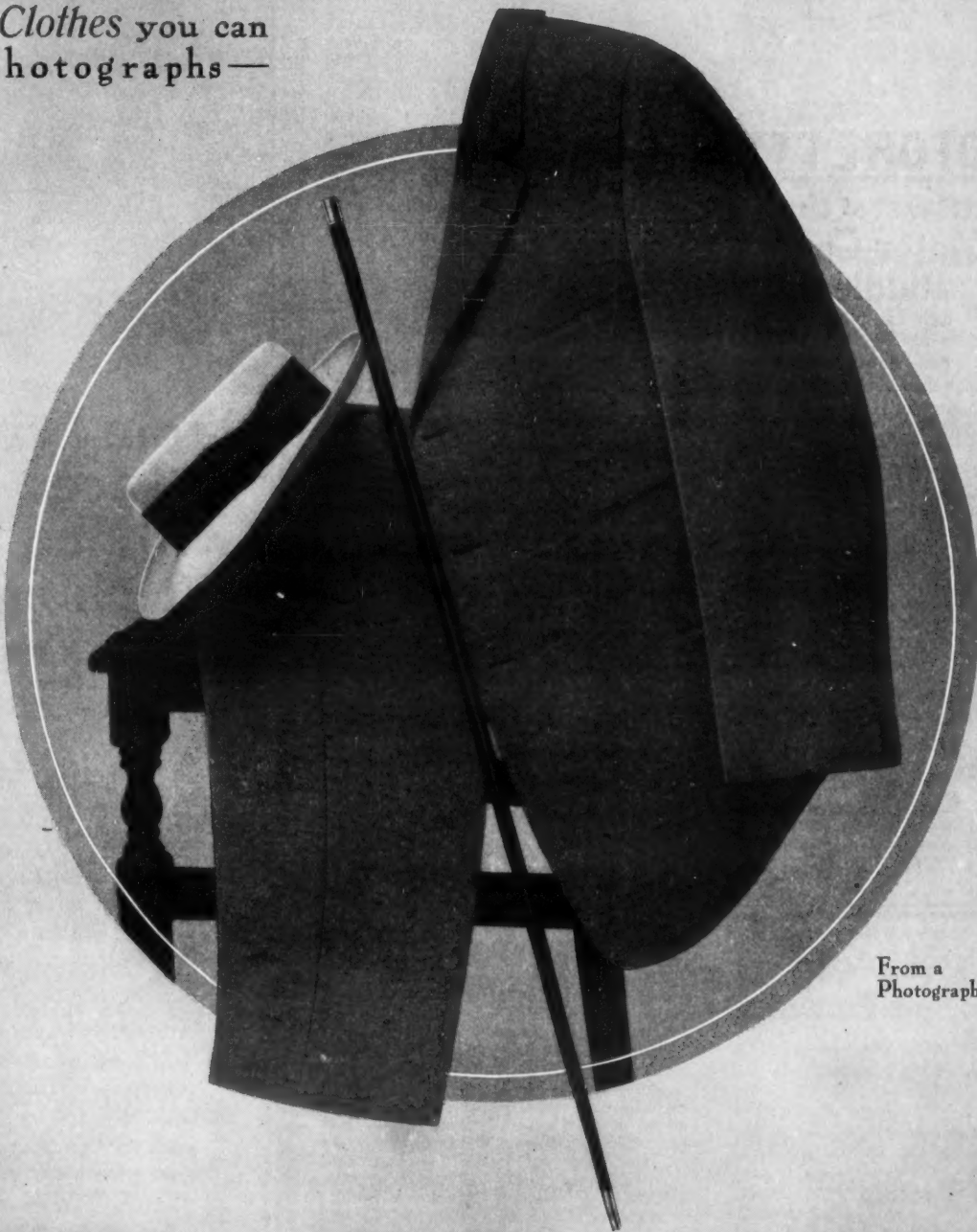


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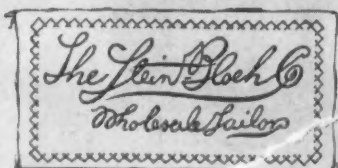


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I have before me a weekly paper printed in a county in Kentucky where I was reared. One page is filled with correspondence from villages. It is intensely interesting to me with its stories of deaths, weddings, stock sales, and social gatherings of my boyhood neighbors. This page is of more absorbing interest to me than the first pages of the New York or Memphis newspapers of the same date.

The value of news is governed by the location and conditions of people.

In New York I found the greatest circulation seems to come from printing the doings of so-called society leaders for the perusal of shop girls, chamber-maids, and office clerks. Mrs. Millionairebilt spraining her ankle while stepping from an automobile in front of Sherry's commands attention in New York, along with a failure in Wall Street, and the arrest of a chorus girl for stealing a Pittsburg iron man's diamond while dining at Rector's.

New York is not entirely degenerate in news appreciation. In spite of all efforts of yellow writers and a sob squad of women writers and artists daily attending the trial of Nan Patterson, that story did not make circulation and did not grip New Yorkers.

The Thaw story, because the murdered man was an artist, and because the woman in the case had been a bird of passage in the Tenderloin, and because the murderer was a type of the idle son of a self-made man, who became rich before he became refined, was of absorbing interest everywhere.

In New York news importance seems to be measured by the double standard of sex and dollars. The story of a dead New

Yorker is not well told unless it contains the facts of his domestic troubles, the number of wives he had living and dead, and the amount of money he had.

The news value of the death of a citizen of Charleston, South Carolina, is governed by his descent from a Huguenot, and his membership in the Cecilia Society.

In Memphis the news is not well chronicled unless the dead man's war record is given to the public. South of the Line it is news to tell of the good things that men do after they die, and it is not seemly to dwell on their shortcomings.

By Philip Eastman, Managing Editor  
Topeka "Capital"

**T**HE timely report of any event in which there is general interest in the community in which the newspaper circulates is news. The building of a \$3,000 home in New York is worth nothing to a New York newspaper, but the taking out of a permit to erect a \$3,000 cottage in Topeka is worth a line in the local papers. The building of a \$300,000 flat in New York is worth a line in the New York papers, but the announcement that a \$300,000 apartment is to be built in Topeka is worth front-page position with a thirty-two-point head. If Grandpa Summers is going to build a chicken coop at his home in Cedar Point, that is news—in Cedar Point.

One of the most interesting experiments in newspaper history was the Sheldon edition of the Topeka "Daily Capital." Dr. Charles M. Sheldon, author of "In His Steps," conducted that paper during the week of March 13, 1900, to give an example of his ideas of how a newspaper should be edited to do the greatest amount of good to humanity. That the Sheldon edition had a circulation of some 500,000 proved the interest in the experiment.

In his editorial announcement of his policy Dr. Sheldon said: "The word news will be defined as anything in the way of daily events that the public ought to know for its development and power in a life of righteousness." Explaining the position of news and his idea of "playing up" different items, he said: "The first page will contain what seems to the editor to be the most vital issues that affect humanity as a whole." Following this policy he displayed on page one during the week: "Starving in India," "The Cruelty of War," "Prison Reform," "Funds for India," "Societies Organized to Kill Religious Beliefs," "Standard Oil Dividends, \$20,000,000." While page one that week was not such a front page as a newspaper man would make up, who can say that the subjects noted, although they were not despatches under date lines but rather essays on the subjects, were not news?

The last issue of the week, Saturday evening in place of the regular Sunday morning paper, under a general heading on page one "The Bible—The Basis of Our Christian Civilization," was published "The Sermon on the Mount from the Revised Edition," "Usury—What the Bible Has to Say on this Subject," "The Sabbath—Laws of the Old and New Testament on Its Observance." From Dr. Sheldon's stand, and these were well placed, and if not strictly news in this age, there was a time when they were, and it is safe to say that it was news to a good many who saw the paper.

By Joseph Garretson  
Cincinnati "Times-Star"

**S**OME one with a fancy for epigrams wrote: "News is history in the making."

Why there should be any difference of opinion as to the correct interpretation of the word news, particularly of the journalistic interpretation, is not clear. We must take news in its collective sense, as

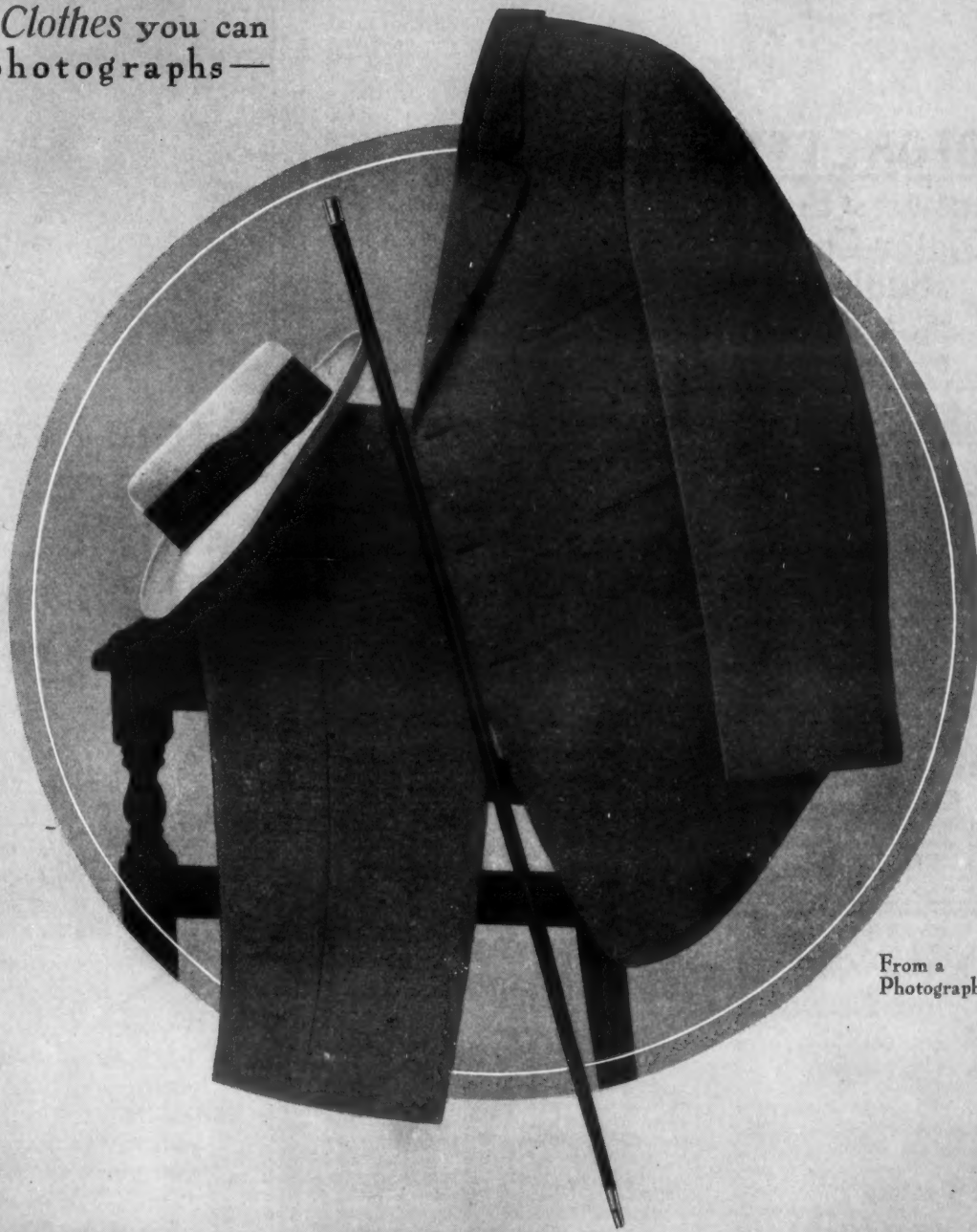


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Look at this suit—one of the many Summer weight models. Note its distinction—its beauty of line. Let the nearest Stein-Bloch dealer show you Stein-Bloch Smart Clothes. Notice their style and texture. Look at the way they are made. They will *fit* you with *more style* at *less cost* than any other make in the world.



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Photograph

Try on Stein-Bloch Smart Clothes before the Stein-Bloch dealer's big mirrors. You can see how you look in them from head to foot.

Send for "Smartness," a Book of Photographed Spring and Summer Styles. You will learn the nearest dealer's name—and much more besides.

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56 Years of Knowing How.



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*Wholesale Tailors for Men*

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Buy a high first-cost motor car and cost of up-keep will probably be low. But—do you want to put up the high first-cost?

Investigate the Motorette.

### Guaranteed for one year—Price \$385

Part for part it is as well built as a \$6000 automobile. As reliable, as efficient, and, except for excessive speed, it is as capable. (Maximum 25 miles per hour.) To replace a complete set of tires costs only \$47.50.

Motorette up-keep is reduced to a minimum. As to operation: it will run 25 miles on one gallon of gasoline—it has run 19 miles on one-half gallon. 200 miles to a gallon of oil is the average.

Motorette operation is reduced to a minimum. With low first-cost and low after-cost (up-keep and operation) it solves the motor car riddle.

Send for a catalog. Learn more about the Motorette. Ask us the name of your local dealer, if you don't know him.

**The C.W. Kelsey Mfg. Company**  
191 Morgan Street, Hartford, Conn., U.S.A.

Dealers: Our national advertising is arousing interest among tens of thousands of people who want to purchase the Motorette. There is still some choice territory open. Get in your application right away to become a Motorette dealer. Address: Sales Manager.

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Wherever you go—the name on the lamps of the best cars you see, nine times in ten, is Solarclipse.

Solarclipse gives two fields of light—a powerful, long beam for country driving, and a widely diffused area of nearby illumination for city use. The two rays may be used together, or the long beam may be shut off at will from the driver's seat, without affecting the short rays.

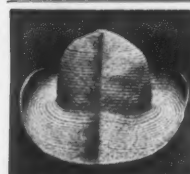
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See Solarclipse with black finish and brass or nickel trimmings. Write for catalog.

**Badger Brass Manufacturing Co.**  
Kenosha, Wisconsin  
New York City



(133)



**GENUINE Hand Woven PANAMA**  
*Rare Bargain*  
Panama Hats more popular than ever this Summer. By importing large quantities we can sell direct to user for this surprisingly low price. These hats are warranted genuine all hand-woven, unblocked, can be worn in that condition by Men, Women and Children. Easily blocked in any shape or style. Just as serviceable as the \$10.00 kind; only not as fine a weave. All sizes. Weight about 2oz. Sent prepaid. **\$1.00.** Order today. Satisfaction guaranteed or money refunded.

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**FISH BITE** better if you use **MAGIO FISH LURE.** Best fish bait ever discovered for attracting all kinds of fish. Prepared from secret formula. Write today and get a box to help introduce it. Agents wanted.

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IN ANSWERING THESE ADVERTISEMENTS PLEASE MENTION COLLIER'S

information, interesting because of its unusual character, or information which is important because of the effect the fact it represents has had, or will have, upon individuals or communities.

If an army or a navy revolts and overthrows an established dynasty, if an earthquake overwhelms a populous city, the facts interest the news-reading public of the nations; if John Brown suffers a minor mishap or breaks a leg, the published account in the village weekly interests the immediate newspaper reading neighborhood and his personal friends and metropolitan acquaintances elsewhere who take the home paper. It is all news.

News is information which has hitherto been unpublished; information which may be known in one section or country, but not in another; or information which, being known only to a newspaper, is first given to the world by it. News is information dealing with things which have just occurred, or which, having previously occurred, are revealed as fresh information for the first time; or fresh information concerning impending events. A news story in any typical American newspaper office is an item of information containing in some degree the germ of a shock, stimulating, interesting, unpleasant or pleasant, as the case may be. News, in its merchantable form, is the commodity which a journal or other publication sells to its readers. The hitherto unpublished information which is thus sold may deal with a birth, an earthquake, a pink tea—anything and everything in which man or nature may play a part. It is the commodity which an avid and omnivorous reading public demands with ever-increasing vigor.

The form in which it shall be presented, what shall be presented, and when, depends upon the temperament, experience, and intelligence of the governing head of a newspaper. The substance—previously unknown information—itself remains the same in its essence. Predictions, estimates, prophecies, analyses, comments, opinions, are not strictly and literally news unless presented as such in the form of interviews.

The strict interpretation of the word news is elusive. The discovery of the mummy of an Egyptian king would be news. The fact that the king lived may have been news for five thousand years. To those who did not know it, it would be hitherto unknown information. But would it be news? Strictly, yes. Journalistically, no. It would be mere information, for the facts, like as not, are in print in archeological works. The disclosure of the information contains not the slightest shock to pique the interest or emotions. To be news as we know it, it must contain that element.

There is a gulf between the modern journalistic and the musty academic interpretation of the word, which can never be bridged. The journalistic interpretation is thoroughly defensible. The modern newspaper idea is to supply a need—not merely a desire—but a need for quick, hot information on everything conceivable. The effort may be carried to an excess and the practice abused; but underneath the effort there is the irresistible, insatiable demand of the people for unknown information. The demand differs with different peoples. With us in America it exists in its acutest form. It is a national characteristic. The thirst for news is akin to the thirst for knowledge, for action, for occupation. It is a vital element in our national temperament. We can only estimate how vital by trying to imagine the stoppage of all news—hitherto unknown information—for a single month.

By Charles M. Day, Editor  
Sioux Falls, S. D., "Argus-Leader"

THE publisher who satisfies his mixed body of readers is he who has something of interest for all. He must avoid specialization and, as near as possible, make his newspaper a daily friend who drops in at a fixed time of the day, and chats about persons and things—as the neighbors do. It should tell the politician what is doing, the gossip of the corridors, the trend of legislation, the winning plays in politics. It should tell his wife the latest ways of doing the hair, and the newest kinks in skirts and things. It should post the son as to who's who in sports, and should contain some sweet poetry for the daughter. If the minister complains that his sermon was printed on the same page with the details of a divorce suit or the outcome of a fistie encounter, he may console himself with the thought that this very fact has brought him readers whom he could not otherwise have reached.

A newspaper can not have influence unless it is read. It will not be read unless it contains what the readers think is "the



## From Strop to Face without detaching Blade

**N**OTHING to take apart. Nothing to unscrew or screw up. You just merely slip the strop through the AutoStrop Razor itself; slip it back and forth a few times; slip it off the strop; slip it on the face, and the beard slips off. That's all. And it's very easy slipping all the way through.

The head barber cannot strop any quicker nor any handier nor any sharper. Nor can he shave you more comfortably than you can shave yourself with an AutoStropped edge.

EARN A PROFIT IN A FEW MONTHS

Surest investment in all finance is an AutoStrop Razor. Pays for itself in a few months. Then earns a profit forever afterwards as one blade often lasts six months to one year.

No risk in buying it as dealer will refund your money if you don't want it. He has contract with us protecting him from loss.

Consists of one silver-plated self-stropping razor, 12 fine blades and strop in handsome case. Price \$5.00.

As there is no loss if you don't like it and a sure profit if you do, why don't you 'phone or write your dealer to send you one on trial today.

AutoStrop Safety Razor Company, Box 17, Station F, New York  
Toronto, Canada; 61, New Oxford Street, London



**STROPS ITSELF**

IN ANSWERING THIS ADVERTISEMENT PLEASE MENTION COLLIER'S





## This Coat Only \$5.00

On motoring, golfing, fishing or hunting excursions—on all your tramps afield in Spring and in Summer—this is the one coat you want—the Coat you will wear and be glad to wear for its comfort, satisfaction and protection.

Like the goodness of the Bradley Muffler you know so much about—the quality of this Coat is far greater than the price.

It's a fashioned Knit Auto Coat, exactly as pictured above. Made of fine, pure worsted, with high collar, throat strap, two pockets, pearl buttons, and may be had in all men's sizes, in Oxford, Cardinal, Maroon, Navy, White and Havana. An exceptional \$5.00 value.

Ask your dealer to show you this and five other styles in the new \$5 line of

**Bradley**  
**Knit Coats**

including Coats with high collars and V-neck for all forms of outdoor sports and summer pastimes.

Many additional styles for men and women priced from \$2.50 up. Children's Coats in all colors \$1.00 up.

Catalogue mailed free upon request.

If you cannot secure this coat from your dealer, send \$5.00, state chest measure, style number 908, and color preferred, and the Coat illustrated above will be delivered to your address all charges prepaid.

**Bradley Knitting Co.**  
117 Bradley Street :: Delavan, Wis.

## Canadian Pacific Offers YOU Farm in Sunny Alberta, Near Existing Railway Lines

The last chance for a first selection of low-priced land in Central Alberta, near existing railway lines. Thousands of home seekers and shrewd investors have snapped up all the former tracts offered by the Canadian Pacific Railway. This new one just now opened is your best chance. Here you'll find American neighbors 400,000 acres in this district were bought by American home seekers during 1910. Now we offer 2,000,000 additional acres—the pick of the Province, the finest wheat land on the continent—where farms are often paid for with one season's crops—where climate, soil, transportation and markets combine to build fortunes fast. The eyes of the world are on this country. Yet right here by the railroad, among neighbors, where good roads, schools and all sound social conditions are established, we offer you a farm at \$12 to \$25 an Acre.

### Three Ways of Buying Your Farm—at your Option

**FOR INVESTMENT**—One-sixth cash, balance in five equal annual installments.

**DEVELOPMENT BY SETTLER**—One-tenth cash, balance in nine equal annual installments.

**CROP PAYMENT PLAN**—In partnership with Canadian Pacific Railway, one-tenth cash, balance by crop payment—**NO CROP—NO PAY.**

Think of it! Such an offer of the choicest of "The Last Best West." The gate is unlocked to the best great tract of virgin land in Sunny Alberta. Districts previously sold are making fortunes for American farmers who realize that Western Canada is the future source of wheat supply for the United States.

### Write for Free Book NOW

First come—first served; earliest arrival—biggest value—quickest results. Write quick for "Alberta Hand Book"—and all the facts about this land of home and fortune. Address

J. S. Dennis, Manager, Alberta Land Dept.,  
**CANADIAN PACIFIC RAILWAY**  
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news." Hence it is the reader and not the publisher who gives the definition of "What is news?" The best answer is the winning daily newspaper. The editor who is conscientious must admit his great responsibility. He must realize his share in the creation of a false appetite for the low and vicious. He will gradually educate his readers to his own idea of what constitutes a good newspaper. If the tone of the paper is high, the average taste of his readers will go up; and those who do not like it will desert to a paper which seasons things to their taste. The ideal newspaper will come only with ideal people—and they are further on—as they ever have been. Books appeal to special classes, magazines drift into specialization, but newspapers are read by everybody, and, hence, must contain what everybody likes. News is everything that's doing.

## A Chorus Girl's Club

(Continued from page 18)

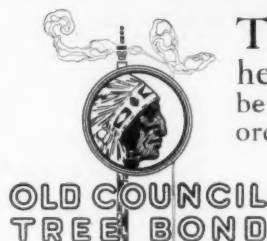
found in all good clubs. In addition to this there is a sewing-room fitted with sewing-machines, and with all the facilities for light laundry work, as well as a drying-room on the roof. The rates of the club are from \$8 to \$15 a week for a single room, and from \$16 to \$20 a week for a double room. Coffee and rolls are served in the bedrooms at any hour of the morning. There is a regular breakfast at noon, dinner at six, and supper at midnight. Of course, those inclined to extravagance may give special orders, and the pantry is fitted with gas-stoves and chafing-dishes, so that any particularly energetic artiste may vary the menu as she chooses. A secretary, whose business it is to manage the house and to look after the comfort of the members, lives at the club, and acts as a sort of resident chaperon. Besides the advantages of a superlative boarding-house, the place has, of course, all the usual benefits of a woman's club. Naturally, as its membership increases, these advantages will multiply, but already there are facilities for giving entertainments, such as afternoon teas, simple dinners with music, and midnight suppers. As yet the house committee has found but few rules necessary, and the modest yearly fee of one dollar is the sole requirement for membership.

### The Club's Appeal

ONE would think that the chorus girl or the legitimate actress who receives but a small salary would be only too glad to avail herself of these unusual advantages. As a matter of fact, it is seldom that all of the bedrooms in the club-house are filled, and this in spite of the fact that there are often three or four large musical companies playing in Philadelphia at the same time. There is one class of actress to whom the club has always appealed. This is the cultured, refined girl who can usually afford a good hotel, but who finds in the comparative privacy of the little club-house the same quiet and restful atmosphere to which she is accustomed in her own home. It makes no difference to her whether she is allowed a latch-key or whether she must depend on the servants to admit her after the performance is over; and the fact that the club is without a license to sell liquor or that she is permitted to receive her men friends in the drawing-room only is of no consequence to her whatever. She gets a room, board, and service, and the advantages of a well-regulated club, plus the energy and kindly efforts of a number of women of culture and means, for about three-fourths of their actual cost. She is satisfied and looks forward to her week or month, as the case may be, in Philadelphia, with a sense of security and comfort she will not find in any other American town. But this is not the type of actress for which the Cushman Club was really created.

### The Desire for Freedom

THE girls these altruistic ladies designed to help by means of an atmosphere of culture and refinement still remain coy, and continue to show a distinct preference for the badly run boarding-house and that kind of hotel which is cheap and almost free from rules and regulations. The reason for this can, I believe, be found in the one word freedom. If the chorus girl or the show girl lived in real life, as fiction tells us she does, dividing her time between an apartment strewn with orchids, an electric brougham, and the Broadway lobster palaces, then it is probable that the peaceful atmosphere of the Cushman Club would appeal to her as a welcome relief and charming contrast to her truffled and larded existence in New York. As a matter of fact, the great majority of chorus girls live with their families in small apartments in Harlem or distant quarters of New York, only reached by a



The paper your letter-heads are printed on ought to be selected by you. Let your subordinates attend to the details of printing if you wish, but don't let anybody select the paper but yourself.

Hundreds of smart business and commercial executives who are now using OLD COUNCIL TREE BOND consistently, have suddenly discovered that the paper on which their office stationery is printed is a distinct and powerful advertising factor.

Every move you make, every word you utter, every letter you write, is advertising—and it's either for or against you. OLD COUNCIL TREE BOND is a correspondence paper which users regard as advertising for them. When you wake up and tell your subordinates and your printer that you want OLD COUNCIL TREE BOND in your stationery, you'll take advantage of an advertising point that has heretofore been wasted.

Send us for free samples of OLD COUNCIL TREE BOND and see how it would look running through your stationery.



**NEENAH PAPER COMPANY**  
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## A Happy Marriage

Every man and woman, particularly those entered upon matrimony, should possess the new and valuable book by William H. Walling, A. M., M. D., which sensibly treats of the sexual relations of both sexes, and, as well, how and when to advise son or daughter.

Unequalled indorsement of the press, ministry, legal and medical professions.

It contains in one volume:  
Knowledge a Young Man Should Have.  
Knowledge a Young Husband Should Have.  
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Knowledge a Father Should Impart to His Son.  
Medical Knowledge a Husband Should Have.  
Knowledge a Young Woman Should Have.  
Knowledge a Young Wife Should Have.  
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Knowledge a Mother Should Impart to Her Daughter.  
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All in One Volume, Illustrated, \$2, Postpaid  
Write for "Other People's Opinions" and Table of Contents.  
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## "MILL TO MAN"

**\$13.50 TAILOR SUITS MADE SUITS**

WE DYE THE YARNS, WEAVE THE CLOTH AND TAILOR TO YOUR MEASURE.

You save four middlemen's profits, and get a suit at from \$13.50 to \$23.75 for \$20 to \$40 values.

THIS MEANS TAILOR-MADE SUITS AT PRICES OF "READY-MADES."

Our patterns embrace the latest weaves in gray, brown and blue; also the new beautiful pencil stripe effects. Best trimmings, linings and workmanship. We guarantee garments to hold their shape.

We supply New York styles without extremes or freaks. Complete satisfaction or money back. We prepay express. Write for samples and self-measurement instructions.

**COLONIAL WOOLEN MILLS**  
DEPT. 940, LAWRENCE, MASS.



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The Graflex shows the image right side up—the size it will appear in the negative—up to the instant of exposure.

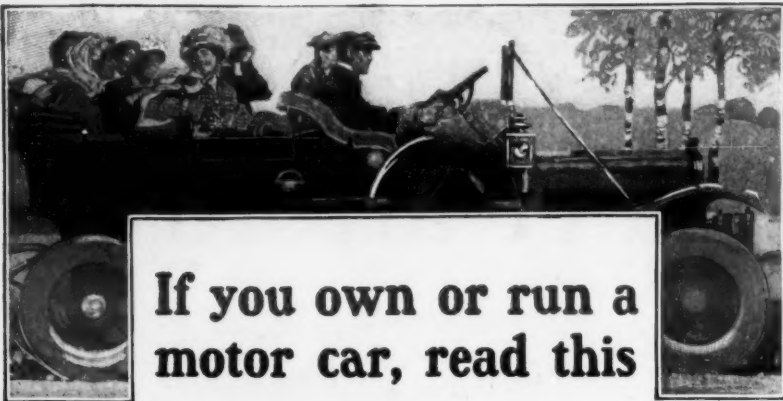
It is not necessary to guess the distance between the camera and subject. Focusing scale and "finder" are done away with; there is no uncertainty as to what will appear in the negative.

The Graflex is fitted with the Graflex FOCAL PLANE SHUTTER, giving exposures of any duration from "time" to 1-1000 of a second.

With a Graflex you can make snap shots on dark days, in the deep woods, or even indoors.

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## If you own or run a motor car, read this

Carbon deposit in the cylinders is responsible for more automobile repair bills than any other one cause.

Do you thoroughly understand the cause of carbon deposit?

The explosions in the combustion chambers burn up the lubricating oil left on the cylinder walls. Most oils in burning leave a hard residue—carbon deposit.

It is a trouble maker. It fouls the exhaust valves, spark plugs and piston rings.

The carbon cakes on the piston head and becomes red hot. Premature explosions follow. They rack the engine, loosen the bearings of the crank shaft and connecting rod, and cause pounding.

Occasionally the carbon deposit chips off from the piston head and grinds between the piston rings and the cylinder walls. This scores the cylinder walls.

For years we have been laboring to eliminate the carbon-forming elements from lubricating oil. The result is Polarine.

# Polarine

Polarine is the most efficient gas engine lubricant yet produced.

*It leaves no appreciable carbon deposit.* Its consistency or "body" is not materially affected by either high or low temperatures. It flows freely down to the zero point.

Proper use of Polarine Oil will save repair bills and eliminate many annoying delays on the road.

As an automobile lubricant Polarine is in a class by itself.

The Polarine brand covers: POLARINE OIL, sold in sealed cans, gallon and five gallon sizes; or in barrels and half-barrels.

**POLARINE TRANSMISSION LUBRICANTS**, for transmissions and differentials, in cans of convenient size; also in barrels and half-barrels.

**POLARINE CUP GREASE** and **POLARINE FIBRE GREASE**, the latter of high melting point, especially adapted to use on universal joints. Sold in round cans.

All dealers sell Polarine Lubricants or can get them for you.

If you own a motor car or motor boat, send for our booklet "Polarine Pointers". It includes hints on lubrication and the causes of motor troubles. Write our nearest agency.

## Standard Oil Company

(Incorporated)

complete knowledge of all the subways, elevated, and surface railway systems of Greater New York. They not only live with their families, who are usually enthusiastic members of the idle poor class, but they are the chief support of the family and do most, if not all, of the housework.

### The Road and Freedom

**B**EING so necessary to the parents' comfort, it is only natural that they should be, and are, allowed considerable freedom in their hours of leisure, which are those that follow the evening performance. The anticipation of a supper party, promising as it may be, is, however, somewhat dimmed by the certain prospect of the duties of the following day, which will probably consist in scrubbing floors, and a great deal of hard work at night on the stage.

The result of this kind of home life of the average chorus girl is that she joyfully welcomes her departure for the road, with its bad hotels and long railroad journeys; because even if the hotels are bad and the boarding-houses stuffy, with the exception of a few hours at the theater, her time is her own and she can spend it exactly as she chooses. Not that there is anything vicious in the girl's life, for such is not usually the case, but she knows that she can go out to supper with young men who will give her the very best kind of a supper, stay out just as late as she pleases, and spend the better part of the next day in bed. She usually chums with another chorus girl of similar tastes, and there is no one to restrict her actions in any way. From several conversations I have had with those who have the interests of the Cushman Club most nearly at heart, as well as with numerous chorus girls, this innate love of freedom and independence has proved the real stumbling-block to the complete success which the

club should have enjoyed. The house committee has done all it could to offset this prejudice by giving the girls latch-keys and all the freedom that seemed right and within the bounds of common sense and propriety, but, judging from the girls I have heard talk on the question, the prejudice still exists.

As an experiment in self-supporting institutions—for it has never been the object of the founders to regard the club as a charity—it has been most interesting. This is true, if only from the facts that the experiment is unique and that one class of women has tried so hard to help another class of which it knew almost nothing. If complete success has not crowned their efforts, the founders find much satisfaction in the consciousness of good deeds well done, and the occasional exhibitions of gratitude on the part of individuals, if not on that of the theatrical profession as a whole. It has been a good, hard fight, carried on in a land which is foreign to the invaders, and, curiously enough, a land often hostile.

### The Reward

**F**OR some unaccountable reason the theatrical managers have, with few exceptions, refused their assistance, and the aid of the stars of the profession has been, to say the least, but momentary and scattered.

To these good women, who have devoted their time and their energy to this alien cause, it might also be suggested that the people whom they have been trying to help are a roving people, forever on the move, often shy and undemonstrative; and it is possible that some of the seeds of content and of a sane, healthy life sown at the Cushman Club may have, unknown to the founders, taken root and blossomed very far from Twelfth and Locust Streets.

## The Latest Thing in Playhouses

Summer Visitors to New York Will Find Two New Theaters Which Attempt to Imitate the Continental Café-Concert

**T**HE Winter Garden and the Folies Bergère are New York's latest places of amusement, and they have done much toward bridging the rapidly narrowing gulch which separates the Continental café-concert from the American music-hall. Their respective managers tell us that their entertainments are not only Parisian, but in all ways replicas of their foreign models, though it is probable that the girls on the Seine side of this theatrical gulch are still clothed more nearly like the lilies of the field, and their antics are as yet much more untrammelled than their American sisters in art.

### The Winter Garden

**I**T was the original intention of both these new institutions to supply their patrons with not only a good stage entertainment, but the facilities for eating a well-cooked dinner or supper at the same time.

With an enormous floor space at its disposal, the Winter Garden at first proposed to devote a small part of this to orchestra chairs and the remainder to tables where dinner would be served. There were also to be broad promenades with a sprinkling of deep wicker chairs, in whose depths the tired business man could find complete contentment and nothing that would make him think at all. However, floor space on Broadway is very expensive, and so the luxurious promenades and restaurant features were given up and the orchestra chairs spread out until there was nothing left but a narrow lounge and a modest café, tucked away in a corner of the balcony. But the original idea of an enormous stage was strictly adhered to, and the possibilities for beautiful scenic effects and gorgeous spectacle were thoroughly realized. The performance is really a series of superlative vaudeville turns, with a background of many beautiful and gorgeously dressed women.

For a lavish display of loveliness, female and scenic, New York has seldom seen its equal, certainly never before in such heroic quantity.

### The Folies Bergère

**T**HE idea of the Folies Bergère is altogether different. Here the desire to bring the whole audience in intimate relation to the stage has been so great that the diminutive spaces of the theater seem wholly inadequate when compared to the wealth of the entertainment. Even with great capital, it is not easy to make a first-class restaurant a success, and the number of failures scored by the most astute and richest of theatrical managers

seems to argue the same for any play or musical comedy. The managers of the Folies Bergère were, therefore, doubly tempting fate when they decided to combine the two things. A badly fed spectator is a poor audience for the best of theatrical entertainments, and even a moderately bad musical *revue* could not be saved by a good dinner. Therefore, to give the experiment a fair chance, it was necessary to supply both a good dinner and a good entertainment. Whether New York and its visitors will take kindly to the combination, it is yet too early to state definitely, but those back of this theatrical novelty must be credited with a sincere effort to carry out a well and carefully devised scheme. There is nothing tentative about this experiment, for money has been spent with a lavish hand.

In addition to this, there is much good taste and conspicuous signs of constant effort to establish the place as a permanent success and a feature among New York's many resorts of amusement. It is a little box of a theater in delicate tones of pearl and turquoise blue, with the walls covered by salmon-colored damask. The orchestra floor is given up entirely to glass-covered tables, which will seat in all about three hundred guests. There are little square tables for the unsociable man who dines alone, and tables for two and tables for four and tables large enough to seat a big dinner party.

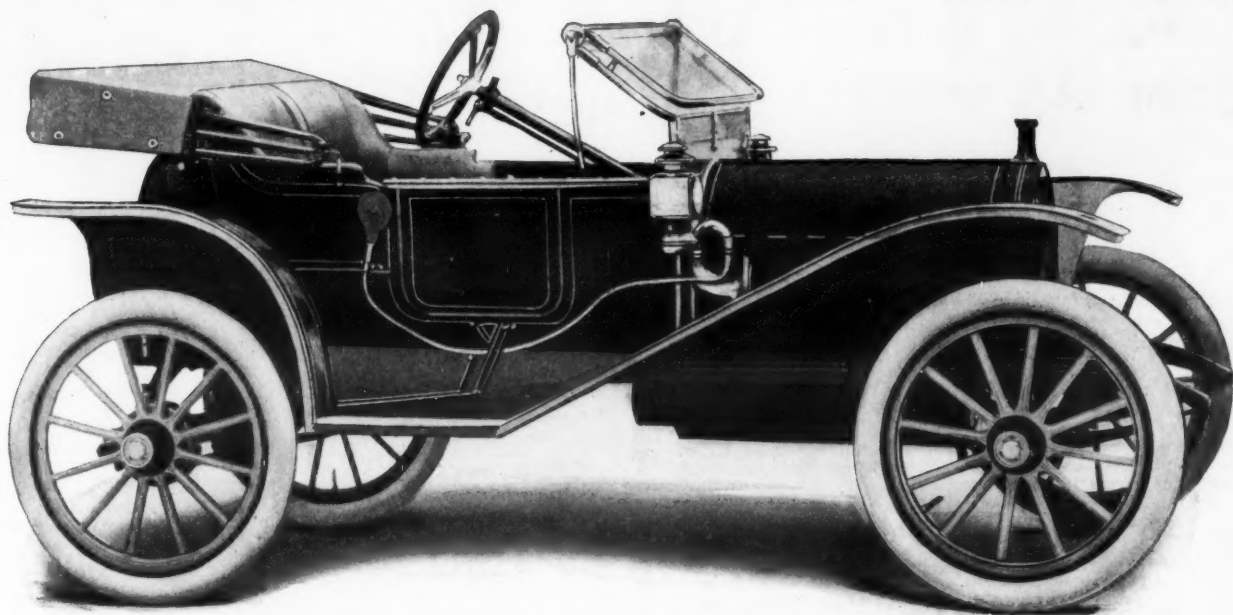
### Two Evening Performances

**T**HE detail is as good as that of the best restaurants and the food no more expensive. Before the regular performance there are two Hungarian bands, one of which is always at work; and when the house lights are turned low and the place is lighted only by the pink-shaded table lamps the scene has much real charm and beauty. The first balcony has a row of tables, and back of these several rows of regular theater seats; the second balcony is given up entirely to the playgoer who prefers to eat elsewhere and comes to see the entertainment only.

There are two distinct performances, for which there are separate charges. The first, which is a combination of *revue*, ballet, and musical comedy, begins at eight and runs until eleven, and the second, which is straight vaudeville, starts at eleven-thirty and ends at one. Whatever may be the fate of this new (at least new to New York) idea of a combination theater and restaurant, both the actors and the chef have so far scored successes and the prospects seem to loom fairly bright.



# Storming the last defense of the man who "can't afford it"



**Runabout—\$750.** F. O. B. Detroit, with standard equipment of three oil lamps, tools and horn. Gas lamps and tank or generator, top and wind shield extra. Detachable doors, as shown in picture, \$25 extra. All models have 4 cylinder, 20 H. P. motor, Bosch magneto and sliding gear transmission.

**\$750**

F. O. B. Detroit

**Hupmobile**

**GUARANTEED FOR LIFE**

**\$750**

F. O. B. Detroit

The Hupmobile was built for the express purpose of battering down the defenses of the man who hesitates about buying a car.

It is intended to leave him without a single excuse for denying his family the happiness which a Hupmobile brings into every home it enters.

We have never yet heard of a Hupmobile that was a burden to the man who bought it (most people pay about 25c a day to keep it in commission), and this Hupmobile is a better Hupmobile than was ever built before.

It is \$100 better *in material alone* than other Hupmobiles whose charm you resisted when the cars were first marketed two years ago.

It is so good; so staunch; so true-blue in the way it is made, and the way it will wear, and what it will do; that only one possible reason

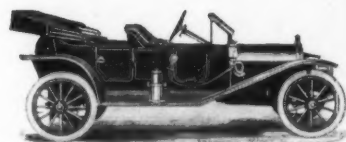
remains why you should deny yourself its ownership.

That reason is, of course, that you can see no advantage at all to you and yours in owning a car which you can buy and maintain at a purely nominal cost.

But if there is any virtue in a car which will serve you and your family without stint every day in the year; which satisfies alike the millionaire and the man of moderate means; which will add many hundred hours of health and happiness to those in the home circle—

Then the Hupmobile at \$750, with an aftercost of \$7.50 to \$10 a month, must surely rouse you out of your indifference!

Telephone the Hupmobile dealer to take you and your wife out for a ride in this dashing beautiful car.



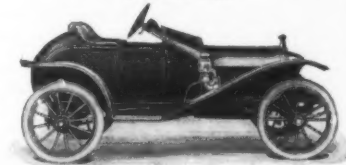
**Touring Car—\$900**

F. O. B. Detroit, including gas lamps and generator, shock absorbers in front, 31x3 1/2 inch rear tires, three oil lamps, tools and horn. Fore-doors, as shown, \$25 extra.



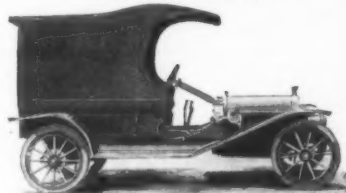
**Coupe—\$1100**

F. O. B. Detroit, including electric headlights, combination oil and electric dash and tail lamps, shock absorbers in front, 31x3 1/2 inch rear tires, folding dash seat for third person, tools and horn.



**Torpedo—\$850**

F. O. B. Detroit, with same standard equipment as the Runabout.



**Delivery Wagon—\$850**

F. O. B. Detroit, with same standard equipment as Runabout.

**HUPP MOTOR CAR CO., 1230 Jefferson Ave., Detroit, Mich.**

IN ANSWERING THIS ADVERTISEMENT PLEASE MENTION COLLIER'S



# The Average Man's Money

## A Page for Investors



### The Test of Real Estate Securities

By CLARENCE H. KELSEY,  
President of the Title Guarantee & Trust Company, of New York

There are so many so-called real estate securities which the public is being invited to buy that the average man should be cautioned to apply, before he purchases, some proper test to determine whether the security in question is good or bad

THE ownership of real estate, particularly in New York City, is looked upon as a safe and conservative medium of investment.

When it comes to taking any other interest in the real estate except the actual ownership, it behooves a man to be just as certain about what that interest is as if he were investing in a less stable and conservative security.

If he buys a railroad bond, or a gas company bond, or any other corporate bond, there is ordinarily available a statement of the property covered, the earnings of the property, and the amount of obligations outstanding against it, and whether his particular bond is a first mortgage bond, or a second mortgage bond, or perhaps only a debenture and not a mortgage on the company's tangible property at all. He should not buy a so-called real estate bond without the same information. If he could get it he could pick out the good bonds more certainly, even, than he could a good railroad or other corporate bond, for the factors making up the value are more simple and easily comprehended.

Unfortunately a great majority of these real estate securities are being offered to the public without any of this necessary information. Sometimes the property is described more or less vaguely; sometimes the amount of incumbrances on all the property is stated, but without information as to what liens are on particular pieces; or whether the bonds, if secured by a mortgage, are secured by a first, second, or third mortgage. More generally, even, they are not mortgage bonds at all, but the unsecured bonds of the corporation. In this latter case the subscribers are simply furnishing the money, at a fixed and limited rate of return, with which the operations of the realty company are carried on.

In that case, of course, everything depends upon the character and ability of the management. It is legitimate enough for investors to operate in real estate through others even unknown to them, if they wish to, do so, but they ought to realize it, and with their eyes open enter into the partnership. There are offerings now being made where, if the investors really knew what the properties involved were, and what the chances of profit were, they would never think of buying the securities.

It is a very true saying that it is easier to make money than to keep it, and the chances are that the whole attitude of the investing public toward real estate securities will be very much prejudiced by the unfortunate experience which many thrifty people are bound to have with some of these realty bonds which they are now being induced to purchase. A great many have learned their lesson in the cheap lots which flooded the market a few years ago and which were bought in great numbers, sight unseen, by people in distant parts of the country who were led to believe that they were following the same course which the first John Jacob Astor followed and could properly look, in a lesser degree perhaps, for the same results.

The difficulty of getting the necessary particulars and the certainty that, if known, they would kill the sale of the securities, will probably stand in the way of the setting up of proper standards to guide the unwary. The fact is, therefore, that he should never take any interest in real estate excepting that of an absolute ownership or of a first mortgage on the fee. The first mortgage on New York City

real estate has always been a favorite of the conservative investor—so much so that it is the back-log of savings-bank and life insurance invested assets.

For the non-resident and the inexperienced, however, even the picking out of a first mortgage is attended with difficulty, and this accounts for the great growth of the companies organized some twenty years ago to absolutely guarantee the payment of principal and interest of first mortgages. No one realized when they were organized how much they were wanted. They made it safe for the inexperienced to invest in first mortgage, and the more they were tested, the more the drift to the guaranteed mortgage continued, so that the title insurance companies, which are the great dealers in first mortgages and which sell them either with or without the guarantee, find their sales, which at the beginning were 20 per cent guaranteed and 80 per cent unguaranteed, 50 to 60 per cent guaranteed and the balance unguaranteed. Of course, the rate of interest averages about 4½ per cent and not 6 per cent, but it is also true that 6 per cent is too much to expect under ordinary circumstances, with absolute safety, and one does not get that without taking the risk which, at least, he ought to take advisedly.

Until, therefore, there is some other standard, the division of real estate investments is likely to be a very simple one. On the one side, the guaranteed first mortgage, which any one can buy with the certainty of getting the interest agreed upon and the principal without fail, and, on the other side, every other kind of real estate investment, in which no one should invest without complete information—if it is a first mortgage, as to what the property is worth; if it is a realty company's mortgage, what real estate it owns, what other mortgages there are on the property, and how many of the obligations are outstanding; if it is a realty company debenture, all that he knows in the preceding case and more too, embracing the character of the management, its wisdom, and its accountability to the people who furnish the money.

Judging by the number of letters received by the editor of this page, real estate securities are attracting very wide attention. There is no general test to apply, no exchange to set its seal of approval on them. From Mr. Kelsey's letter accompanying his article the editor takes the liberty of quoting: "I have not touched upon your suggestion regarding the censoring of offerings of these companies by the New York Real Estate Board of Brokers. There have been, heretofore, suggestions for listing such securities. If carried out thoroughly and scientifically, it would be a good thing. If that board could have filed with it, as the Stock Exchange does, all the particulars which would enable the average man to judge intelligently whether the security was worth purchasing or not . . . it would be advantageous." Certainly some method of testing is needed.

### Inheritance Tax Laws

SOMEWHAT new subject, but one that the man with securities must make himself familiar with, is that of our inheritance-tax laws. Three-fourths and over of the States have enacted legislation on the subject within the last two years. As might be expected, some strange and wonderful statutes have been written,

though most States have dealt reasonably and intelligently with inheritances passing from one member of a family to another who is intimately related. It is when the cases of distant relatives or no relatives are taken up that some of the laws become grotesque. From a recent study of the subject published by a Boston lawyer, for example, this passage is cited:

"Oklahoma taxes both stock and registered bonds of Oklahoma corporations owned by non-residents, and the corporation itself is responsible for the tax if it transfers securities before the tax is paid.

"This remarkable statute suggests interesting possibilities. Suppose a rich New York resident shows his appreciation of his best friend by naming him his executor, and leaves him, in addition, a handsome legacy of \$2,000,000 worth of stock in an Oklahoma corporation. The executor is not familiar with the gyrations of inheritance tax laws, and as he wishes to receive his dividends, he sends along the stock for transfer. . . . We figure that \$1,951,930 is a very close approximation to the Oklahoma tax on this legacy." (Explanation: 5 per cent from \$100 to \$600, one-tenth of 1 per cent increase in rate for every \$100 over \$600, and 100 per cent on all excess over \$95,000.)

"The exhilarating feature of the situation is not that he has only \$48,070 of the \$2,000,000 left when Oklahoma is through, but is that a tax of \$418,745 is still due on the legacy to the State of New York, and the executor is personally responsible for the payment of the entire amount!"

If money is left to you, look well before claiming it. In some cases it would be better to flee at once to Canada.

### Building and Loan Rules

"SUPPOSE" writes a reader of a paragraph about building and loan companies published on this page on April 29,

"you have a piece of property and want to obtain a loan for building purposes—the property being clear—what is the procedure? Or, must one purchase both land and building from the building and loan people?"

These questions were submitted to an officer of one of the oldest and most successful associations in New York. His answers are given below:

1. Yes. The loan can be obtained if the association's appraisers report favorably on the property, and if the borrower will take out sufficient shares to cover the loan.

2. The association has no property for sale.

### Checking Bank Promoters

PROPOS of a letter from a victim of a branch bank promoter in Pennsylvania, which was published on this page April 29, the Comptroller of the Currency has issued an order not to consider the application by professional bank promoters to organize national banks. Hereafter such applications must be accompanied by a statement that no payment will be made for any kind of service in soliciting stock subscriptions or promoting the organization of the bank in any manner. There must be a genuine local demand for the bank before the Government will grant it the right to do business.

This ruling was made to put out of business the promoter who has organized banks for a fee of \$5 or \$10 on each share of stock, the promoter who stipulated that he was to be elected a salaried officer and given the privilege of loaning money to a company in which he was interested, and the promoter who made a business of organizing banks in order to supply furniture, fixtures, books, and stationery. In some cases the promoter insisted upon the right to name the cashier. Mr. Murray's order came at the right time. There must be no general distrust of the small-town national bank.

### Let the Investor Note This

PROPOS of the attempt in the New York Legislature to repeal a section of the Armstrong Insurance Law which required insurance companies doing business in New York State to sell all their holdings of stocks and bonds of certain classes before December 31, 1911, some interesting figures appeared. They were brought out in a memorandum submitted to the Legislature by William H. Hotchkiss, Superintendent of Insurance. For one thing, he cited the sale by the New York Life of \$11,000,000 of stocks and bonds in order to satisfy Prussian law, and noted that the profits on the sale (market price above book value) amounted to \$5,674,721. Another transaction, occurring early this year, was the sale by the Mutual and the

Equitable of about \$4,240,000 stock in the National Bank of Commerce, in New York City (a \$25,000,000 consolidation), at a profit of \$1,467,069.

These figures mean, of course, that the three big life insurance companies, at least, have been discriminating investors. Of the more than 134 millions of stocks and bonds held by the Mutual, the Equitable, and the Metropolitan (the New York Life had previously disposed of such securities in order to continue to do business in Prussia) when the Armstrong Law went into effect in 1906, the companies still hold more than \$80,000,000. The following table shows the par and market value, the two classes, and the amount of stock held on April 11, 1911:

	Par Value	Market Value	Bank Stock	Railroad, etc., Stock
Equitable . . . . .	\$14,471,110	\$29,066,026	\$17,881,938	\$11,184,088
Mutual . . . . .	22,988,150	43,216,204	14,207,647	29,008,557
Metropolitan . . . . .	6,276,600	8,334,711	3,856,666	4,478,045
Total . . . . .	\$43,735,860	\$80,616,941	\$35,946,251	\$44,670,690

Here is an appreciation in value of almost 100 per cent—on the face of it. More concretely, what stocks and bonds have

proved so profitable to the insurance companies? The list given here is from Mr. Hotchkiss's memorandum:

### LARGEST HOLDINGS AS OF APRIL 11, 1911 (PAR VALUE)

Of the Equitable:		Mutual:	
In bank stocks—		In bank stocks—	
National Bank of Commerce . . . . .	\$2,500,000	National Bank of Commerce . . . . .	\$1,729,400
Equitable Trust Company . . . . .	523,100	Bank of California . . . . .	950,000
Mercantile Trust Company . . . . .	1,294,100	Guaranty Trust Company . . . . .	400,000
In railroad, etc., stocks and bonds—		In railroad, etc., stocks and bonds—	
Manhattan . . . . .	2,000,000	New York, New Haven & Hart. . . . .	3,564,000
Union Pacific pref. . . . .	1,618,000	Pennsylvania stocks . . . . .	3,000,000
Atch., Top. & Santa Fe stock . . . . .	1,000,000	Pennsylvania bonds . . . . .	1,178,000
Atch., Top. & Santa Fe bonds . . . . .	255,000	Chicago, Milwaukee & St. Paul . . . . .	1,900,000
Chicago & Northwestern com. . . . .	883,800	New York Dock Company . . . . .	1,787,500
Chicago & Northwestern pref. . . . .	510,000	Consolidated Gas . . . . .	1,500,000
Pennsylvania . . . . .	500,000	Brooklyn City Railway . . . . .	1,247,000
Metropolitan:		Cleveland & Pittsburg . . . . .	1,000,000
In bank stocks—		Rensselaer & Saratoga . . . . .	800,000
Metropolitan Bank . . . . .	1,043,200	Pitts., Ft. Wayne & Chicago . . . . .	600,000
In railroad, etc., stocks and bonds—		N. Y. Central & Hudson River . . . . .	565,000
Chicago Great Western pref. . . . .	1,171,000	Illinois Central . . . . .	550,000
Allis-Chalmers Company pref. . . . .	582,700	Delaware, Lackawanna & West. . . . .	500,250
Lake Shore . . . . .	495,500	Chicago & Northwestern . . . . .	500,000
Worcester Ry. & Inv. Co. . . . .	493,000	New York & Harlem . . . . .	500,000



## Bonds that Pay 6% and Backed by New York's Best Property

The 6% Gold Mortgage Bonds of the New York Real Estate Security Co. are issued under a Trust Mortgage, thus giving the Holder a Lien on the assets of the Company prior to all other claims.

The Entire Assets of the Company are Pledged under Mortgage as Security for the payment of the Principal and Interest of these bonds.

These 6% bonds are offered at par and interest in denominations of \$100, \$500, \$1000, and are tax exempt in New York State, except as to inheritance.

—the ideal investment for the large or small investor—

The company has an interesting Booklet (C. W.) to send you free, explaining the Company's plans and telling of its holdings, among which is No. 42 Broadway, its headquarters.

Assets - \$10,000,000  
Capital - 3,950,000

New York Real Estate Security Company  
42 Broadway, New York City

## Safety and 5%

\$1,000 Coupon Serial Gold Bonds

Secured by first mortgage on leasehold estate and 12-story fireproof, steel constructed building located between and shown in picture below. Building cost to erect in 1903 over \$1,260,000. Original loan \$800,000—amount paid and cancelled to date \$55,000—outstanding \$515,000.



Hotel Jefferson, St. Louis

Property is located midway between the best retail and wholesale district of St. Louis, just opposite the magnificent new Shubert Theatre and Union Electric Light & Power Co. office building. Within one short block of Washington Avenue, two blocks from the terminus of the McKinley Interurban electric road, and is beyond question the best location in St. Louis for a hotel.

The building is under lease and operated by the Jefferson Hotel Company for a term expiring April 1, 1919, at an annual rental of \$105,000, which, after paying taxes, insurance, interest on mortgage referred to above, leaves a net revenue of \$35,998 per annum. The owner of the property and maker of the notes we offer is the Hotel Realty Company, a corporation with \$500,000 full paid-up capital. Its 105 stockholders comprise many of St. Louis' prominent and wealthiest citizens. Principal and interest payable at office of Mercantile Trust Company, St. Louis, Trustee in Mortgage.

Write for Booklet Giving Full Details of This Issue  
We own and offer the unsold maturities at par and accrued interest to net purchasers 5%. Maturities available Sept. 1, 1923.  
Real Estate Loan Department  
**MERCANTILE TRUST COMPANY**  
ST. LOUIS, MISSOURI  
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Are you aware that when Banks lend money to their customers at 6% nominally they actually receive 7 to 8%? You, as an individual, can do the same. Let me show you how. Write for list of long-established, prosperous concerns, well rated in Dun and Bradstreet, whose notes I offer in small amounts. Collateral twice the principal of note. Highest references. FREE BOOKLET—"A PARADOX OF BANK DISCOUNT."  
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Sent prepaid for \$1.25

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416 West Thirteenth St., New York

## The School in Our Town

In COLLIER'S of February 25 were printed the three prize-winning letters in "The School in Our Town" contest. In the issues of March 4, March 18, and May 13 were printed other letters received in that contest, and below are more contributions:

### An Up-to-Date School

THE school in our town is up to date, as befitting a modern town with concrete walks, electric lights, speed limits, and a municipal debt. Being modern, the school is thoroughly graded, from pinafiores to peg-tops, and attendance is compulsory. In the kindergarten the babies dramatize the lives of Eskimo and Indian, while in the high school the records of ancient Egypt, Greece, Rome, the Middle Ages, and the colonial period are ransacked to supply the rising generation with ideals of the higher life, and to prepare them for entrance to the State university and for Eastern colleges. The kindergarten prepares for the grade schools, the grade schools for the high school, the high school for the colleges, and the colleges for the department stores, the political job, the Sugar Trust, and the Harriman railroads.

Thus the school in our town is not only modern, but broadly liberal and practical. It gives ample training in the humanities, especially in the dead ones; it prepares for a career in politics, business, or high finance; it serves, if not the best interests, certainly the biggest interests, of the community; and, incidentally, it furnishes a reliable means of paying the milliners' and dressmakers' bills of young women between the ages of the first long frocks and a plain gold ring on the third finger.

### Farming and Schooling

IT will be seen that the school in our town is about as good as they make them. Yet there are some cranks in our town who are not satisfied with it. Most of our people are farmers, and there are some of these who have acquired the strange heresy that the school should in some manner better the conditions and further the interests of that industry. I met one of these cranks the other day—an old fellow of near seventy years, who was trying to plow a beet field with five horses and a gang plow. The team had got all tangled up making the turn at the end of the furrow, and the old man lacked the strength and the agility to extricate them. He was cussing—softly but fluently—new-fangled farm implements and notions, schools, school teachers, and school athletics, the Sugar Trust, the off leader, and the International Plow Company. He wanted to know if boys could not get as good exercise digging beets as playing football, and if he would be required to get up out of his grave and raise beets to pay the cost of training his boys in the business of oppressing the farmer and the laboring man. After I had helped him to straighten out the tangle, we sat on the fence and talked. He admitted that he had been mad, and, therefore, hasty and profane; but he would not take back what he had said about the schools. He could not get in his crops in the spring, nor get them harvested in the fall, because the boys had to be in school. No, the boys were not his sons, but his grandsons. Why did not their father support them? How could he? He was only a school teacher, and, therefore, could hardly support himself. Yes, there were granddaughters too. If I would go up to the house, Nancy would tell me about them. Half-way across the field, toward the house, I heard him calling to me: "Say, hold on a minute! Are you a school teacher? Yes? Then how in — did you come to know what ailed that off leader?"

### Nancy's Views

UP at the house I found his old wife, Nancy, who, though in the middle of a big washing, was calm enough for sane converse. Why don't the boys do the plowing after school hours? Why, bless your soul! they have to go straight to the campus for football practise. Girls help with the washing! Girls don't know anything about washing these days. And if they did, don't you know it would spoil their hands! Girls all want to be school teachers, or clerks, or something of that kind, so that they can wear nice dresses, and keep their hands soft and white. She didn't mind doing the washing, but there was the cooking for the family of six, the dishes to be washed, the clothes to mend, and the whole house to be looked after! And the girls were getting so particular about their school dresses! Yes, she supposed the girls would all go to the normal school and the boys



"The American Watch for the American Soldier" was Horace Greeley's tribute to the WALTHAM. WALTHAM Watches went to the front with our soldiers in 1861. And many a veteran still carries the WALTHAM that was with him in action in those stirring days.

# WALTHAM

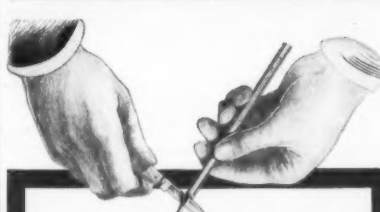
was also the watch officially selected by Japan from the Western World's best products for her late war with Russia. Watches, like soldiers, must remain steady under fire and Waltham Watches have proved themselves absolutely reliable time-keepers under the severest tests.

The Waltham of today is a perfect watch for civilian or soldier. There are no real improvements or refinements in modern watch construction that do not exist in Waltham Watches, and it would be difficult to name any modern improvement found in American watches that did not originate in the Waltham factory.

"It's Time You Owned a Waltham."

Waltham movements are designed for various service. Wherever strenuous service and sterling accuracy are demanded, the great watch is the Waltham Vanguard. In use on all railroads, engineering and survey work. Write for booklet describing various Waltham movements. And look for the name on the movement. Your Jeweler will show you.

WALTHAM WATCH COMPANY, WALTHAM, MASS.



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NOT only is it a fine accomplishment for any girl, but it will give you both a fine, healthy out-door sport for vacations, afternoons and holidays.

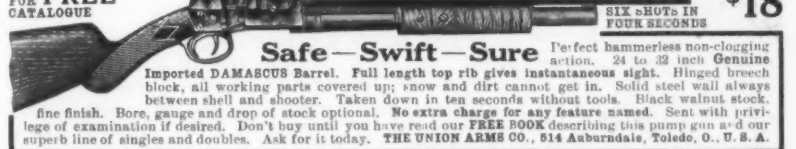
Your little brother can join you, for there's a KING for every age, down to the Pop-guns for the little fellows, and the famous "Long Range" Rubber-Ball Gun for indoor target shooting and military games.

KING 1000-shot, the "Thousand Shootin' Air Gun" . . . 2.00  
Same with gun-metal finish . . . 2.50  
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KING Long Range Rubber-ball Gun . . . .50  
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Many other KING models. Write for handsomely illustrated catalog, and see the guns at any hardware, toy or sporting goods store. If not found in your town, send us the money and we'll ship direct, express prepaid.

**The Markham Air Rifle Company**  
PLYMOUTH, MICHIGAN

ASK FREE FOR CATALOGUE



## Chicago Beach Hotel

Finest Hotel on the Great Lakes  
An ideal resort uniting all city gaieties with the quiet of country and seashore. Delightfully situated on the shore of Lake Michigan close to the great South Park—10 minutes' ride from the theatre and shopping district. Every comfort—cool, refreshing breezes—smooth, sandy bathing beach—all summer attractions. Tourists and transients always find it a most attractive place to stop and rest.  
For Handsomely Illustrated Address Manager, 51st Blvd. and Lake Shore, Chicago





## These Little Engines Pump Powerfully and Run Small Workshops for Less Than One Cent Per Hour!

All who need power for pumping or running hand-power and foot-power machines will be interested in these remarkable engines. Each is an independent Power Plant, absolutely complete in itself. "Everything but the gasoline" comes in the packing case.

### Power for 100 Uses!

The adaptability of these engines is wonderful. They work like men, at countless tasks, saving time, money and muscle. They are practical, simple, safe. They are fairly *alive with power*. And as for economy—they will work for less than a cent an hour!

## The Fuller & Johnson Farm Pump Engine

and "Multimotor"—for Home, Shop and Farm

The engines are perfectly air-cooled, without fans or cooling attachments. Self-governing, self-oiling. Need no attention while running. Working parts enclosed in dust-proof crank case. No cogs or gears to catch clothing. The Farm Pump Engine

### Pumps 400 to 1,500 Gallons Per Hour While Running Other Machines

Fits any pump and makes it hump. No belts, arms, pump jacks, anchor posts or special foundation needed. Out-pumps the largest windmill. Exerts a direct lift of 1,000 pounds on the pump rod. Makes 35 strokes per minute. Supplies cool, fresh water for house use, for stock, for watering lawns and gardens, washing automobiles, flushing floors, etc. Gives instantly available Fire Protection. Throws a 60-foot stream.

### Runs Any Domestic Water Pressure System

Pumps and pipes the water wherever needed—kitchen, bath room, laundry and storage tanks. Runs any Home Water Supply System.



The boy can run it—it's simple and safe.

### The Farm Pump Engine

has over 100 uses in addition to pumping water. Runs cream separators, churns, washers, shellers, grinders, lathes, fanning mills, spray pumps, etc.

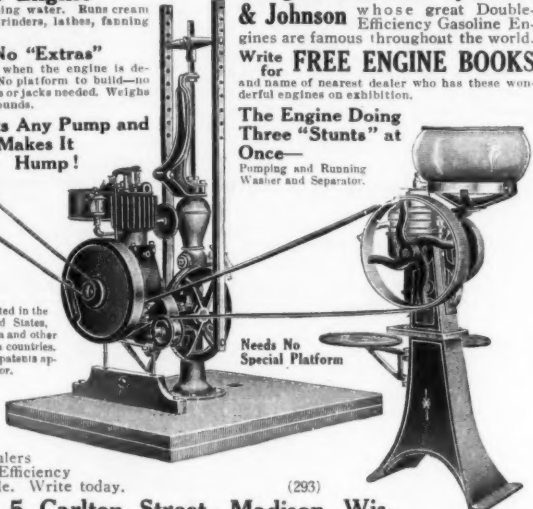
### Complete in Itself—No "Extras"

Everything but the gasoline comes when the engine is delivered. No platform to build—no belts, arms or jacks needed. Weighs only 250 pounds.

### Fits Any Pump and Makes It Hump!



Patented in the United States, Canada and other foreign countries. Other patents applied for.



### Designed and Built by Fuller & Johnson

whose great Double-Efficiency Gasoline Engines are famous throughout the world.

### Write FREE ENGINE BOOKS

for name of nearest dealer who has these wonderful engines on exhibition.

### The Engine Doing Three "Stunts" at Once

Pumping and Running Washer and Separator.

(293)

## For Home or Shop Work Get the "MULTIMOTOR" A Complete Portable Power Plant

The Fuller & Johnson "MULTIMOTOR" is practically the same as the Farm Pump Engine, without the pumping gears. Comes on its own base, complete and ready to run. Saves three men's wages every day it works. For indoor use has outdoor fuel tank. Runs jig saws, lathes, drills, punch presses, small printing presses and scores of other light machines. Carpenters, contractors, blacksmiths, repair men, mechanics, industrial boys need this wonderful engine.

### Our Engines High Grade and Guaranteed!

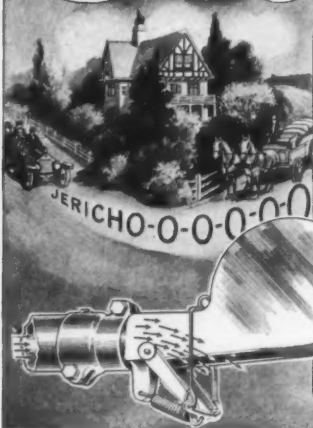
Equal in materials and workmanship to best automobile engines. Every engine guaranteed.

### Implement and Hardware Dealers

should write for Special Exclusive Agency Proposition. Our dealers are doing a wonderful business. We also build the famous Double-Efficiency Engines, in seven sizes, up to 18 horse power, stationary and portable. Write today.

FULLER & JOHNSON MFG. CO. (Estab. 1840) 5 Carlton Street, Madison, Wis.

# Jericho



## Horn

It's The National Signal  
"WARNS WITHOUT OFFENSE"

Easy to attach Easy to operate  
A pleasing tone An insistent warning  
\$7, \$8, \$9, \$10, complete

Dealers everywhere

THE RANDALL-FAICHNEY CO.  
BOSTON, U. S. A.

Write us today for Booklet 5, on Accessories you need for your car

## EDUCATOR CRACKERS

Try Butter on Educator Wafers and eat them morning, noon and night.

### Solve the Bread Problem

Your grocer will supply you; if not, send us his name.

JOHNSON EDUCATOR FOOD COMPANY, BOSTON, MASSACHUSETTS

IN ANSWERING THESE ADVERTISEMENTS PLEASE MENTION COLLIER'S

## \$40 2 H. P. COMPLETE

With fittings, including propeller and shafting, stuffing box, wiring, etc.

This is a powerful engine for High Speed Boats, complete with all fittings. Absolutely Reliable. Extra Power and Extra Wear. Compact. Silent. Low running cost. Perfect two-cycle, reversing engine. 2 Year Guarantee. So simple a woman or child can run it. Used in Government Harbor Service and Chicago Police Boats. 3, 4, 5, 6, and 10 H.P. —PRICES ARE IN PROPORTION.

Special Prices to Boat Builders and Agents. Our Engine book No. 1, B contains valuable facts about Marine Engines and describes complete line. Free on request. Northwestern Steel & Iron Works 701 Spring St., Eau Claire, Wis.

## Over 2000 Per Cent Profits

That sounds almost unbelievable—yet it's true—a proved fact. A pound of ordinary sugar and the wonderful

### Empire Candy Floss Machine

will make 30 packages of filmy, quick-selling candy floss every eight minutes. A fair, run track, circus or anywhere a crowd collects is the place to turn this trick.

The daily profit is astonishing—figure it for yourself. Eight years of big money-making experience, with no repair expense, have proved this your opportunity. Today is the day to get the facts on this machine. Also ask for catalog of Popcorn and Peanut Roasters and Ice Cream Cone Machine. Write to Stevens Mfg. & Supply Co., Dept. A, 1225 Wabash Ave., Chicago, Ill.

## CHICKEN BUSINESS

There's Fortune in It! We start you. Most successful Poultry Farm. Thousands to choose from. Low prices on fowls, eggs, incubators, etc. Big, illustrated, valuable book, "Profitable Poultry," sent for 5 cents. Berry's Poultry Farm, Box 60, Clarinda, Ia.

to college. They all wanted to make something of themselves. She didn't care so much for herself, but was "worried" about Jed. He wasn't able to do the work he used to do, and he got so "het up" sometimes; she was afraid it was not good for him. Besides, she didn't know whether they would be able to keep the children in school until they graduated. They didn't want to mortgage the farm. They had lived here ever since Jed quit freighting to California, and she didn't see how they could live anywhere else. But the boys had made up their minds they would not be clodhoppers all their lives, and the girls so hated housework! She didn't see that they would be so much better off shut up in a musty office in the city; but then she guessed that she was awfully old-fashioned anyhow.

### School versus Farm

We are proud of the school in our town. We support it loyally. Men mortgage their farms to pay their school taxes and to keep their children in school, meanwhile doubling up on the work that the boys and girls would be doing if they were not in school. Sometimes the boys and girls never return to the farm; sometimes the mortgage is foreclosed; but then they—or some of them—have their education; and if they can not run a plow or a harvester, cook a meal, or make a house dress, they can keep double entry, write shorthand, and pound a typewriter. They can probably get a steady job, and will be connected with the big interests, though they may not share the big profits. Though the position be menial and the work monotonous, though there be no chance for advancement unless somebody dies, though one live in a three-room flat and buy one's meals at a delicatessen shop, serving them on a board laid across the bath-tub, the pay envelope will come regularly.

The way to all these good things lies through the school in our town. It is the great emancipator of the farm population. It will remove the rising generation of Americans to the city and the sure thing, leaving the tilling of the land to Chinese, Japanese, Portuguese, and other ignorant foreigners, who are not fit for anything better. So we are thankful for the school in our town. Without it, we and our children might have been mere farmers for generations to come. What a fate for an intelligent and progressive people!

Payson, Utah. KICKER-O.

### The School Board Again

It is a school like any other. Being in a town of about 150,000, it is in reality forty schools. The teachers are well enough if you let them alone. The children are sweet. For the mentally weak, special schools have been started in certain districts, which speed the normally developed pupils and relieve the teachers. If, now, special schools for the abnormally troublesome and unruly will be opened, there need be no more concern about the morale of teacher and pupil. The unclouded cheerfulness of the teachers, free from the irritating incidents of an unsorted classroom, will be a more effective educational factor than all the school reports, systems, and methods imposed upon them by pedantic supervisors, superintendents, meddlesome club women, and other busybodies. This is the pleasant aspect of our schools. It may be that the similarity subsisting between our schools and other schools of our country will extend to a similarity between school boards, which would be very regrettable.

I do not believe that any other town can boast of having as many ex-school superintendents alive, and within its walls, as our town. One, of the year 1884, still walks our streets, the open agent of a powerful book concern, the secret agent of which he had been while superintendent of schools, which proved his undoing. The next superintendent, a gentleman and a scholar, was too convivial. That is the worst that may be said of him. The citizens that stood a superintendent mixed up in a book concern scandal for years could not stand a man who liked his liquor, even though his family life was wholesome and his qualifications up to notch. In the course of a stormy session of the loveliest school board that one may see outside of a penitentiary, he was fired. Now he is farming. He still likes his glass, but is still a gentleman and quotes Greek by the page.

Now came an interval of one year, filled by a nobody, who lost his place because the school board, forgetting that somebody held it, gave it to some one else. That some one else holds it now. He is young, a scholar, industrious, and ambitious. The worst that may be said of him is that he is weak and, consequently, afraid of the boys of the high school. Will he last? Things change often in this country of ours without, however, improving.



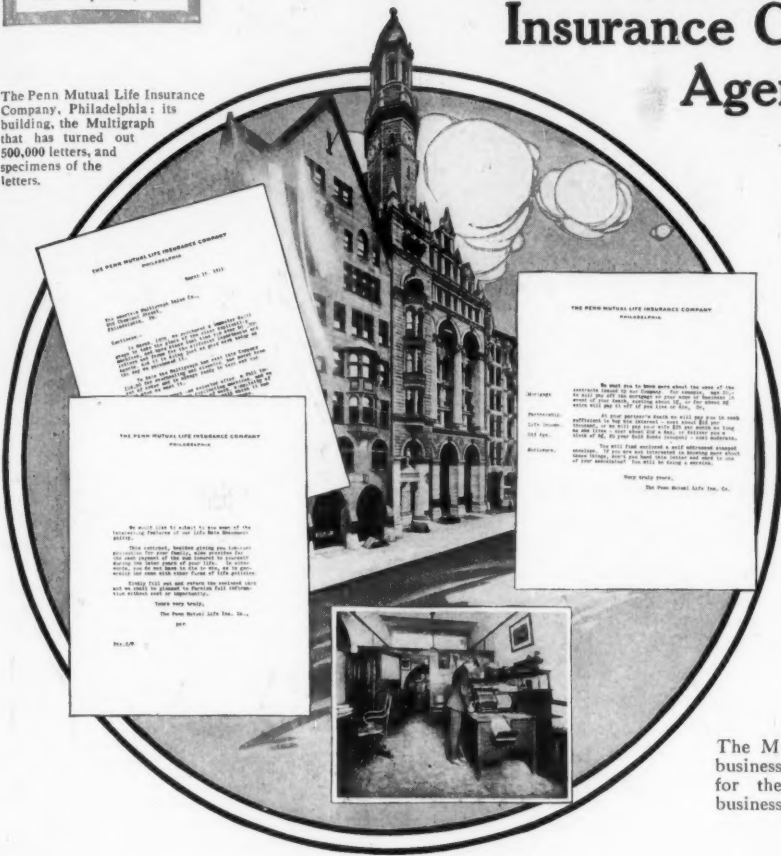


The Multigraph in its simplest form, for multiple typewriting. Can be adapted for printing without interfering with its primary use.

# THE MULTIGRAPH

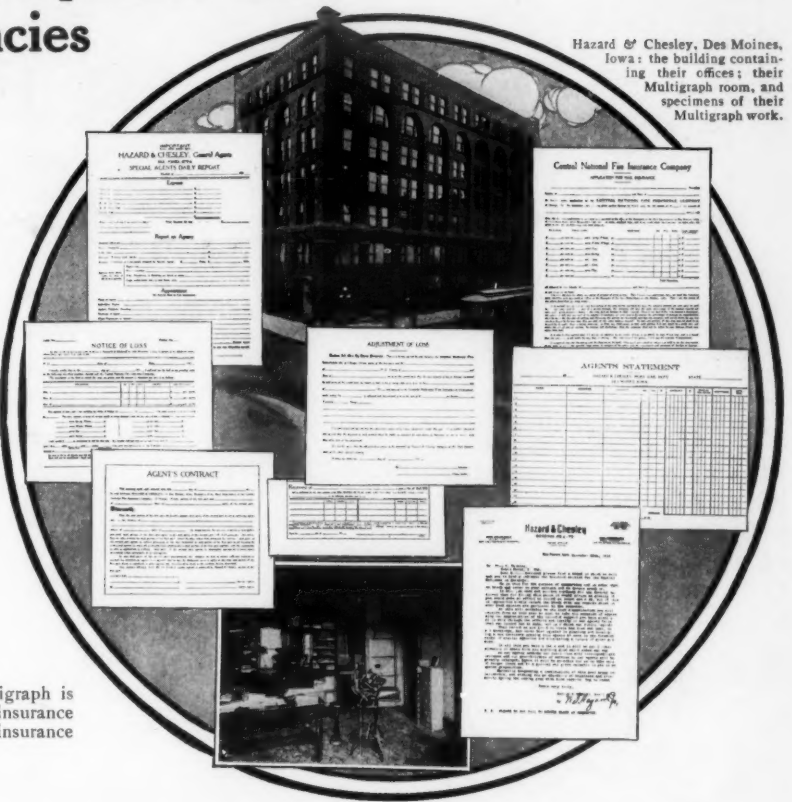
## How it Adds to the Profits of Insurance Companies and Agencies

The Penn Mutual Life Insurance Company, Philadelphia: its building, the Multigraph that has turned out 500,000 letters, and specimens of the letters.



The Multigraph is business insurance for the insurance business.

Hazard & Chesley, Des Moines, Iowa: the building containing their offices; their Multigraph room, and specimens of their Multigraph work.



This advertisement is addressed to insurance men, because in the insurance field—either home office or agency—there is a wonderful opportunity to get more business and to decrease expense by means of the Multigraph. But the same facts apply to many another line, and so there is meat here for thinking minds in almost any vocation.

### Insurance Uses of the Multigraph

TO develop productive agents is one of the great problems an insurance company has to contend with. Put a new man out with a few verbal instructions and a book of rates, and he may develop into a good agent. But wouldn't he become a profitable business-getter a lot sooner if the man who knows were to send him frequent letters of advice, encouragement and suggestion from the home office?

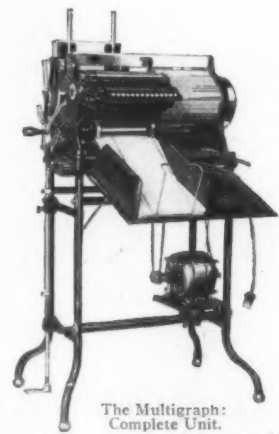
Try the same treatment on your older agents. Suggest that now is the time when business looks brightest to house-painters and decorators, to tailors and clothiers, and that you expect every agent to make a special effort to land business from these lines. Is there an agent who would not thus be spurred to a livelier energy?

Send a series of direct, convincing letters and printed literature to a list of prospects in a given territory. Tell the reasons why your insurance is better or cheaper. Set the minds of your prospects thinking about your company and its advantages. Ask questions that will sift out the live prospects from the dead ones. Won't it be easier for the agent when he calls? Won't he get the signature to the application in less time than if the way had not been prepared for him?

Can you conceive a better way of adding to your profits than to make your agents more energetic and more skillful, and at the same time to locate and educate live prospects? Will not this double work materially shorten the average time required to make a sale?

You can do these things, and do them economically, with the Multigraph. The extent of your success will be limited only by the brain-work you bring to bear; for the machine itself is mechanically efficient.

Moreover, while you are doing these things you can use the Multigraph to print a large proportion of your blanks and system-forms, and to imprint agency literature, at a saving of 25% to 75% of the average annual printing-cost. In the home office the saving on imprinting alone will soon repay the cost of the Multigraph; and the imprinting will be done quicker and much more conveniently.



The Multigraph: Complete Unit.

### What the Multigraph is, and How it Works

THE Multigraph is a multiple typewriter and rapid rotary printing-press combined in one handy machine that occupies about the space of an ordinary typewriter desk. It is so simple that your own employees can easily learn to operate it.

It produces typewritten forms by the impact of metal type, through an inked ribbon, upon a rubber cylinder. The result is actual typewriting—a whole sheet at every quick revolution, instead of pounding out one character at a time. The typesetting is semi-automatic, and you can't spill or lose the type.

By means of electrotype plates the Multigraph prints any size or style of type desired—as well as cuts, borders and ornaments—with real printing-ink, and in a manner that would do credit to a good printer.

Operated by hand or electricity, it turns out either typewriting or printing at the rate of 1200 to 5000 sheets an hour.

### Home Office and General Agency

THAT the size of the business has little bearing upon the profitable use of the Multigraph is shown by the contrasting examples that form the subjects of the above illustrations.

Put your magnifying-glass on the letter from the Purchasing Agent of the Penn Mutual Life Insurance Company, reproduced with specimens of the Company's Multigraph letters. It will tell you that the one machine illustrated has during the last three years produced 500,000 letters; that in this time it has never been out of order; and that with this tremendous output the expense for overhauling and cleaning has been only \$16.90.

But the Multigraph has a broader use than for letters alone. Put your glass on the forms produced by Hazard & Chesley, General Agents, of Des Moines, who handle fire and hail insurance. You will note that these forms—real printing done on the Multigraph—include an agent's statement, an application, a daily report, a notice of loss, an adjustment of loss, an agent's contract, and a receipt. They are typical of many insurance forms you could print on the Multigraph at a substantial saving. But—

### You can't buy a Multigraph unless you need it

Our representative's investigation of the possibilities of your business must prove to our satisfaction, as his demonstration must to yours, that you have a profitable application for the Multigraph.

Write today, on your business stationery, for a free copy of "More Profit with the Multigraph." With it we'll gladly mail some definite suggestions pertaining to your own line of business.

You can add to your saving, and expedite mailing, by using the Universal Folding-Machine. It makes all customary folds in letters, booklets, folders, etc., at 2c or 3c a thousand folds, as against the customary 10c to 45c. Booklet on request.

### THE AMERICAN MULTIGRAPH SALES CO.

Executive Offices and Factory, 1818 East 40th Street, Cleveland

BRANCH OFFICES—Where the Multigraph may be seen in operation: Atlanta, Ga.; Baltimore, Md.; Boston, Mass.; Brooklyn, N. Y.; Buffalo, N. Y.; Chicago, Ill.; Cincinnati, Ohio; Cleveland, Ohio; Columbus, Ohio; Dallas, Tex.; Denver, Colo.; Des Moines, Ia.; Detroit, Mich.; Harrisburg, Pa.; Hartford, Conn.; Houston, Tex.; Indianapolis, Ind.; Jacksonville, Fla.; Kansas City, Mo.; Little Rock, Ark.; Los Angeles, Cal.; Memphis, Tenn.; Milwaukee, Wis.; Minneapolis, Minn.; Montreal, Que.; Muncie, Ind.; Nashville, Tenn.; Newark, N. J.; New Orleans, La.; New York City; Norfolk, Va.; Oakland, Cal.; Oklahoma City, Okla.; Omaha, Neb.; Philadelphia, Pa.; Pittsburgh, Pa.; Portland, Ore.; Providence, R. I.; Richmond, Va.; Rochester, N. Y.; Salt Lake City, Utah; San Francisco, Cal.; Scranton, Pa.; Seattle, Wash.; Spokane, Wash.; Springfield, Ill.; Springfield, Mass.; St. Louis, Mo.; Syracuse, N. Y.; Toledo, Ohio; Toronto, Ont.; Vancouver, B. C.; Washington, D. C.; Wheeling, W. Va.; Winnipeg, Man.

European Representatives: The International Multigraph Co., 79 Queen St., London, E.C., England



It Works Like a Kodak.



\$10.00

## No. 3A Folding BROWNIE

Pictures Post Card Size.

The first Brownie made 2 1/4 x 2 1/4 pictures and sold for a dollar.

It was made so well that other and bigger Brownies simply had to follow. They are made in the Kodak factories under Kodak superintendence by Kodak workmen. Habit with these people means honest workmanship. That's why the Brownie, a low priced camera, has been and is a success.

The No. 3A Folding is the largest of the Brownie family, taking pictures of post card size (3 1/4 x 5 1/2 inches). Like the other Brownies it loads in daylight, using Kodak film cartridges. It is a well made, serviceable and practical camera in every detail. It has our F. P. K. Automatic Shutter for snapshots and time exposures, with bulb release, automatic focusing lock, two tripod sockets and reversible finder.

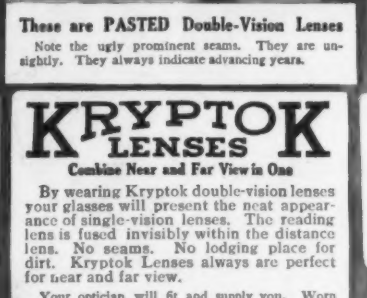
Price, with Meniscus Achromatic lens, \$10.00  
Do., with Rapid Rectilinear lens, \$12.00

Ask your dealer or write us for complete catalogue of Kodak and Brownie cameras.

**EASTMAN KODAK CO.**  
ROCHESTER, N. Y., The Kodak City.



These are KRYPTOK Double-Vision Lenses  
Note entire absence of seams. They are in no sense odd or freakish. They do not suggest old age.



These are PASTED Double-Vision Lenses  
Note the ugly prominent seams. They are unsightly. They always indicate advancing years.

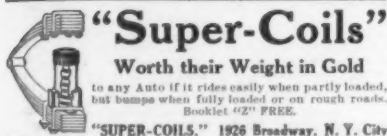
## KRYPTOK LENSES

Combine Near and Far View in One

By wearing Kryptok double-vision lenses your glasses will present the neat appearance of single-vision lenses. The reading lens is fused invisibly within the distance lens. No seams. No lodging place for dirt. Kryptok Lenses always are perfect for near and far view.

Your optician will fit and supply you. Worn today by over 200,000 people. Can be put into any style frame or mounted on or into your old ones.

Write us for Descriptive Booklet  
Kryptok Company, 103 East 23d Street, New York



## "Super-Coils"

Worth their Weight in Gold

to any Auto if it rides easily when partly loaded, but bumps when fully loaded or on rough roads. Booklet (2) FREE.  
"SUPER-COILS," 1926 Broadway, N. Y. City

Now comes the worst aspect of our schools, the school board. It consisted at first of fifteen members, then of seven, and finally of five. These changes of constitution were adroitly brought about by the dirty hangers-on of our schools having influence in the State capital. By these changes the school board was often wrested in the eleventh hour from the grasp of reformers. The changes in the number of the members were complicated by the changing of other requirements. Now they had to be nominated by the parties; then again they had to be non-partisan, elected by wards, or again by districts gerrymandered *ad hoc*. And how often did those rascals by these means succeed in turning a doubtful election! True, their own machinations were their undoing. The seven members could not be quite as rascally as the fifteen, nor yet the five as bad as the seven. Now the school board, after many years, is by all accounts good.

### That Board!

BUT that board of fifteen! A cigar-maker, a shoe salesman become lawyer, a small contractor, a hardware clerk, a physician who used to be a cooper, and the others to match. All crooked and all elected by straight Republican and straight Democratic votes. In those times the all-pervasive book concern had great harvests. So had some board members. Supplies were bought at two-thirds of the money charged to the schools. During school board sessions philanthropic contractors passed around full cigar boxes to board members. Whispered little deals were closed in brazenly public asides between bribers and bribed. These doings lasted until the number of board members was reduced from fifteen to seven. Then, by some mistake or by the inadvertence of the gang, three decent citizens were elected. But the "big four" held together. Two women were among them, elected by the votes of the women's clubs. No woman shall be elected in that town again! Those two women were leaders in graft. Outlying real estate was sold to the schools for purposes unknown at prices unheard of by administrators of estates being at the same time school board members. And, putting a fine point on blunt rascality, the commissions on these deals were given to some other board member who held the balance of power. School board members voted paid school positions to themselves. Foreign languages were introduced into primary schools without the request of parents and against the provisions of the State school law, and teachers hired for teaching them from among near-literate followers of one member. The school board in those times, instead of being the best, was the worst bunch of the community.

There is to me still another aspect to the schools of my town on which I love to dwell. It is in one of the schools of my town that I met my wife. She was the tenderest, most patient teacher that little six-year-olds ever had. There, myself a teacher then, I learned to admire her sweet nature, her sympathy, her pleasant sense of humor. To her value testified the many caresses bestowed upon her by her little charges, their significant love of her.

May all the other parts of our school machinery be as good as most of our primary teachers, as honest of purpose, as conscientious in performance as they are. May our school boards be as good as our schoolmams, and all will be well with our schools.  
ALBERT DEME.  
New York City.

## The Understudy

(Continued from page 20)

going on at less than an hour's notice for an opening night. However she went on and got every laugh; under the name of the comedienne she got satisfactory notices; no one in the audience knew that there had been a hitch. She herself was greatly disturbed by having to wear a hat of the comedienne's, a hat whose owner's dislike of having any unnecessary hat-pin stuck into it had always to be reckoned with. She had also to make use of the third act evening-dress, which was too short for her; the next day she bought some satin of the same shade, and in humble trembling stitched a band of it round the edge of the skirt. Before its owner returned how carefully was the band ripped off and the skirt pressed out in a terror of the betraying needle-holes!

She played the part two weeks and two nights, and for each of the full weeks she received half of the salary of her principal. As the management kept the principal's entire salary, it made for itself a whole week and two nights clear. Again in May, in Washington, our understudy played the leading part for a Saturday matinee and

## Summer Time is Gotham Underwear Time



Two-Piece Garments

Union Suits

DON'T delay putting on your "Gotham" Summer Underwear. No clinging, no binding, no chafing, — nothing to suggest that the temperature is up. Just the easiest, loosest, "comfiest" garments ever made for hot weather wear.

50c, 75c, \$1.00 and upwards  
The garment at retailers everywhere.

INSIST upon your dealer showing you the "Gotham" Label in the Summer Underwear you purchase. Do not accept some other. Also inquire for "Gotham" Pajamas, Union Suits, Shirts and Soft Collars. If you cannot procure "GOTHAM" garments in your vicinity, write and tell us so. You should have the "Gotham" Style Book for 1911, — send for your copy to-day.

**Gotham Mfg. Co.**  
Fifth Ave Bldg., Madison Sq. West.  
NEW YORK CITY



The UNDERWEAR of a GENTLEMAN

## The Correct "GOTHIC"

2 for 25c at Dealers everywhere  
White, Grey, Tan, Light Blue



## Soft Collars "GOTHAM"

25c each at Dealers everywhere  
GOTHAM MFG. CO., 200 Fifth Ave., New York

## Soups, Stews and Hashes

Are delightful dishes when properly seasoned. Housewives find that



## LEA & PERRINS SAUCE

THE ORIGINAL WORCESTERSHIRE

Gives "just the finishing touch." Soups, Fish, Meats, Game, Gravies, and Chafing Dish Cooking seem insipid without it.

Assists Digestion.

JOHN DUNCAN'S SONS, Agents, New York.

## IF YOU ARE GOING TO EUROPE

this season, don't fail to have

## PRESBREY'S Information Guide for Transatlantic Passengers

"The Baedeker of the Ocean"

Its table of contents covers over 400 different items of information worth many times the cost to new or even experienced travelers.

Seventh Edition, 1911, Now Ready  
Cloth Boards, 50c.; Leather Binding, \$1.00. Postpaid.

**FRANK PRESBREY CO.**  
3 West 29th Street, New York

## LIGHT YOUR CAR WITH ELECTRICITY

## GRAY & DAVIS LIGHTING DYNAMO

A complete electric plant, driven by your motor. Lights lamps, charges batteries, lights 16 c. p. inspection lamp, operates power horn.

GRAY & DAVIS Lighting Dynamo is complete in every detail. You get the Dynamo, special armored wiring, junction box, battery, electric cut-out and switch.

Does what no other dynamo can do. Constant speed, lights your lamps WITHOUT battery connection. Shunt Wound when lighting lamps. Compound Wound when charging batteries.

Write to-day for catalog D.

**GRAY & DAVIS** Manufacturers of Automobile Lamps  
Boston: 749 Boylston St. New York: B'way & 55th St.



NOTE COMPACT CONSTRUCTION OF DYNAMO AND COMPARATIVE SIZE

IN ANSWERING THESE ADVERTISEMENTS PLEASE MENTION COLLIER'S





"THAT'S  
My Trunk!"

See the trade mark there on the top? It's a  
**G. & S. Neverbreak Trunk**

Been with me on many a trip. Good as new to-day. Not a crack in it, nor a broken edge, corner or lock. Holds a lot, too, for a 'steamer' trunk. Get it aboard **sure** before we sail. I'd be lost without it."

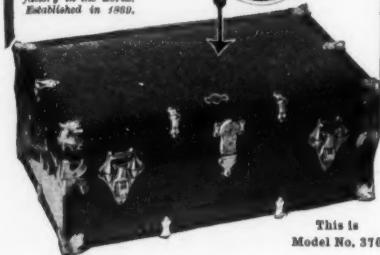
G. & S. Neverbreak Trunks are the travelers' friend. They go unscathed through many a battle with husky baggage-men. Strongly made throughout from selected stock. Utmost quality at any price you want to pay.

Look for the trade mark on top near the lock and buy no trunk without it. It's there for your protection and it stands for the best there is in trunks.

Write for "Cupid In A Trunk"—a clever travel story in booklet form containing illustrations and descriptions of G. & S. Neverbreak Trunks. We will tell you of the dealer who can fit you out.

L. Goldsmith & Son  
2 Cherry Street  
Newark, N. J.

The largest trunk  
factory in the world.  
Established in 1899.



This is  
Model No. 376



## E. C. Ventilated Shoes

Ensure Foot Comfort in Summer

They keep the feet cool and comfortable on the hottest days. The ventilation has the same effect as light underwear—Ask your dealer for them. If he cannot supply you we will send you Style No. 1, shown here, either in black or tan, upon receipt of price.

Sizes 6-12 for Men \$3.00.

Sizes 2½-6 for Women and Boys \$2.50.

Sizes 9-2 for Boys and Girls \$2.00.

Dealers wanted everywhere. Address for catalog

**Engel-Cone Shoe Company**

17 New Street East Boston, Mass.

## PARIS GARTERS

No Metal can Touch You



For  
Summer  
Comfort

Look for the name  
PARIS on every Garter

25-50c

A STEIN & CO. MAKERS  
CHICAGO, U.S.A.

a night, without salary and without thanks. Does any one still think that having proved herself, aside from any question of talent, so efficient, so reliable, so wholly useful, the management had any further use for her? She was never able to secure even an interview in its office. In Denver, in Philadelphia, in Washington, she had been its firm support, and hers the hand on which it had depended; without help and without encouragement, she had carried out the final article of the actor's faith—she had saved the house. But in New York there was no moment so idle that she could be considered in it. By that management she was never employed again.

Here, in its dull length of fruitlessness, is no special case; it is the type itself. Of course there are exceptions to the type. But in almost every case you will find something exceptional in these exceptions. Some influential relative or circumstance to gain promotion; to gain careful preparation, friendly and approving recognition, perhaps no influence has yet been found.

### A Fairy-Tale Stage-Manager

TO be sure there was once a stage-manager who rehearsed his understudies in long and careful afternoons, sympathetically, enthusiastically, proudly; who bragged about them to the slightly incensed originals and who finally persisted in nagging and worrying his management—when the company went on the road and some of the originals declined to go with it—into giving the parts to the understudies, as in our fairy tales. But such a stage-manager was of so little use to his management that gradually it got on better without him and dropped him out, and he was driven back upon playing little parts, and the result of this was that last winter he played a big part, with which he captured all New York, Broadway and the Bowery, Westchester County and the East Side, like a fairy tale itself, thus showing that he wasn't really a stage-manager to prove anything by; he was nothing but an actor after all.

And, to be sure, there was once a star playing a big repertoire who, when he notified his leading woman's understudy after the performance that she would have to go on the next night, said to her—and she the paid understudy, mind you!—"I suppose you haven't got all the dresses, Miss —?" She hadn't, and said the star: "Please take a cab directly after breakfast and go to the best shops; buy yourself everything you need, and send me all the bills. Meet me at the theater at one o'clock, and I'll rehearse you in your scenes till five. Then we'll have the company in for about an hour for the ensemble." He shook hands with her as she was going out. "You're an awful brick to try it for me. I know I'm asking a lot of you!" he said. He did say it! But then he, again, has since quarreled with every management in America, and so we all know now that he was crazy.

Thus no article ought to be written on the understudy without saying flatly and seriously that his work stands almost no chance of gaining even managerial goodwill. Except indeed in such an instance as that in which a girl was given a small part in one production instead of the better one she had applied for in another. "You know," said the producer who engaged her, "you did understudy work for me before and you were very reliable. I can't let you go off in that other piece, for the leading woman in this is very uncertain, and I want some responsible person to replace her when she's out of the cast." Over even such sinister recognition as that, over some few promotions, some few stage-managers of zeal and care floods a whole ocean of managerial neglect, frothed with irritable dread of the understudy, particularly the arrestive understudy, getting a chance at a part for which the management desperately needs somebody arrestive.

### Genius and Understudies

NOT every understudy is a genius, but in the case of those who are, instance after instance has proved that their genius could not avail them till they had ceased to be understudies. What it comes to in the end is that, despite these individuals taken from the vast ranks where nothing happens, the understudy does not so very often get a chance to play the part; that if he does, his success is made almost impossible by impeding conditions, and that if he does, nevertheless, achieve success, he gets no good from it. He is lucky if he does not get harm. Let me give one last instance. A sudden predicament compelled the temporary retirement of a star from his cast. And this was apparently the making of his understudy, since the substitution was this time proclaimed instead of concealed, and the understudy's capital performance took place not on a one-night's stand but in New York, on Broad-

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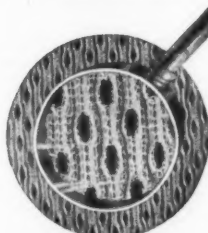


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way, here in this very forum, under the most glaring auspices. For once the management was all thanks and congratulations, the young man moved amid applause; it was said that should the star not return to the east the piece would be sent on the road with the young man in his place and no loss felt. But the star returned. That was two years ago. What was ever done for that young man? Can any one be found who knows his whereabouts? Is there any one of us who can tell his name? He is submerged in that sea where toss the drowned bones of understudies, perhaps still dreaming of coming to the top.

### There's Something in It

AND yet—and yet—and yet! We have all heard how the fake mediums, when they have stripped the last shadow from their own pretensions, exposed their last trick, and laughed at credulity their final sneer, will pause and say: "And yet—sometimes—you know—after all—there's something—!" There's something—! Yes, somehow, somewhere, after all, there's something in it. If only that it has held so many fiery aspirations, been impregnated with the smoke wreathing from so many visions, those dreams of the human heart. One can not but remember that sometimes those dreams come true, those clouds take form; that once at least, in our own country, in our own time, they shaped themselves into the most famous legend of the American stage.

One of the most illustrious companies that our theater has ever known was about to produce a play upon Parisian life. The actor cast for the chief character-part was a man so eminent and so popular that one of our little mushroom stars could pop up and wither and wilt away unnoticed beneath the luster of his name. For unimaginable reasons of his own, toward the end of the rehearsals this actor absolutely declined to play his part. He left the management hopeless, in a quandary that almost stopped its breath, on the brink of an abyss across which suddenly was thrown a bridge. For here is where the legend has its own way. It was just the hero of our fancy, a pale young man, sick and poor and desperate, that at the beginning of those rehearsals had waited, unnoticed for two hours, in an anteroom to beg the great manager for a tiny part in the same production, who then stepped forward and asked—I was going to say for the hand of the princess.

Why they listened to him no man knows. Why they tested him, why they gave him the part grudgingly, despairingly, incredulously, perhaps they themselves never decided. They may have been contented enough afterward to say that it was Fate; since that sick boy, with his sprained ankle and his absence of the forty cents for the table-d'hôte dinner he then aspired to, pulling against their disbelief, weighted under the responsibility he had dared to demand, dowered that poor play with a life as long as his own, walked into New York and carried it by storm; yes, did gather the world into his arms that night and wake famous in the morning—though long before the morning, in every household of which a member had been to that theater, in every theatrical club, in every place where two actors met, there rang a thrilling knowledge, a sense of a new hand on the door, my friends, and a new step on the floor, my friends, come up to take its own. For the part he played was Baron Chevalier in "A Parisian Romance," and that young man was Richard Mansfield.

### An Unparalleled Exception

IN the light of that golden legend, how can one hope to shield from bedazzlement the eyes of the ambitious? They will continue to take it for the type where it is the single, the incredible, the unparalleled exception. They will continue to feed their youth into the machine, and the machine will continue to grind it out of them without using it, and to engage strangers over their heads. But at least no one will wish them better luck, more chances, more exceptions, than those who have fathomed the emptiness of their hope, who know that the story of Mansfield is really after all the story of some one who wasn't an understudy; that even if he had been, it all was twenty-five years and more ago when every theatrical relation was so much more personal, and that now such a nonentity could no more get near a great manager even to ask for such a part than he could personally extract from the Czar of Russia a recipe for bombs; those who were wise in time, who are out of the fight, who smile to think of their old illusions, of the struggle and the heartbreak, the grind and the futility from which they have escaped, who are safe in some clearer justice and some securer profit—

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The distant strains of triumph  
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